

THE NATIONAL Provisioner

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BUSSE BROKERAGE

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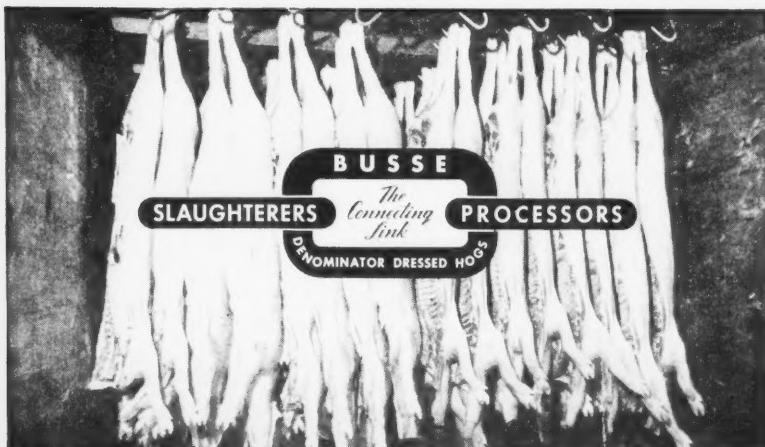
THE PRICE ADVANTAGE, because a Hog Belt Slaughterer can put up Dressed Hogs substantially cheaper than a Slaughterer who has to have live hogs shipped-in and suffer considerable tissue shrink, as well as death losses and bruising in transit.

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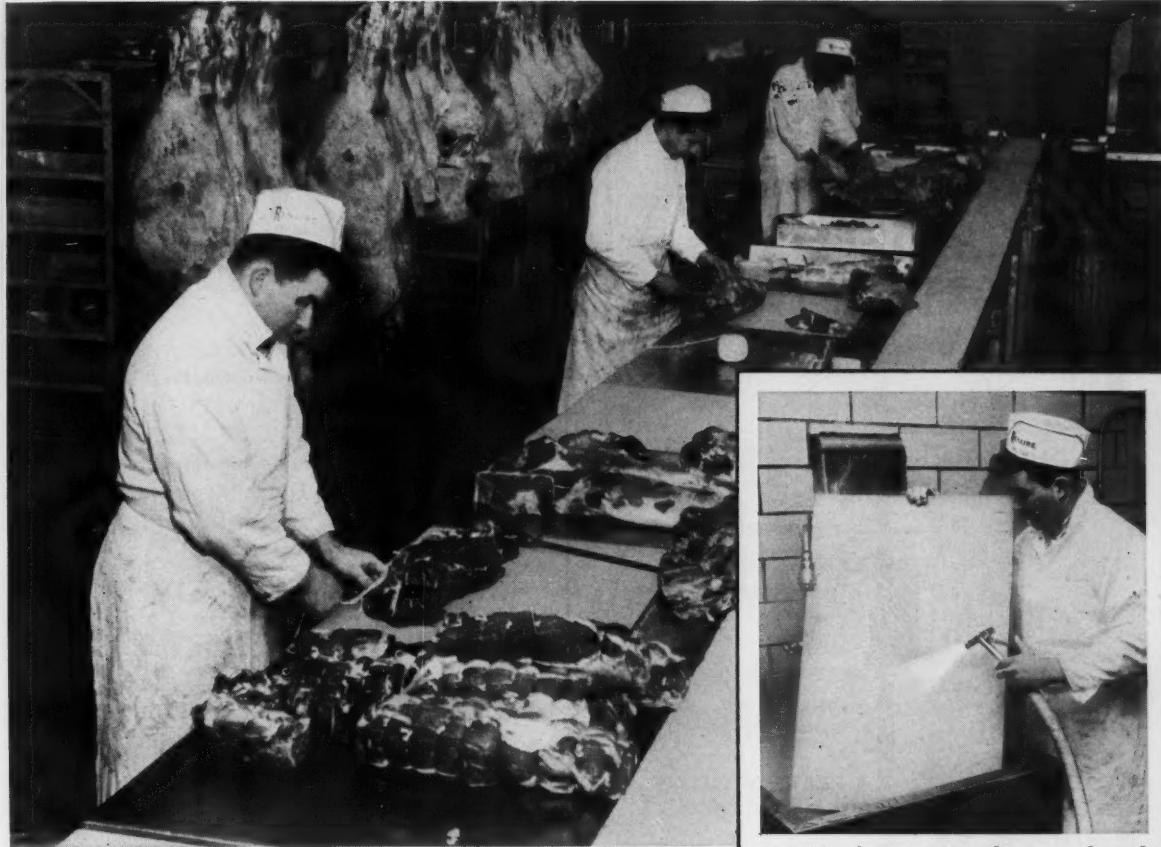
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THE NATIONAL

Provisioner



VOLUME 139 AUGUST 30, 1958 NUMBER 9

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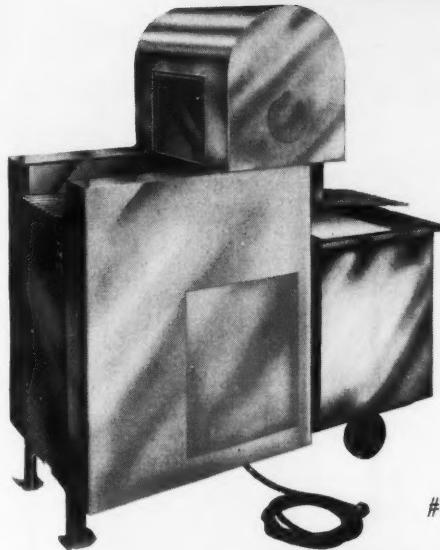
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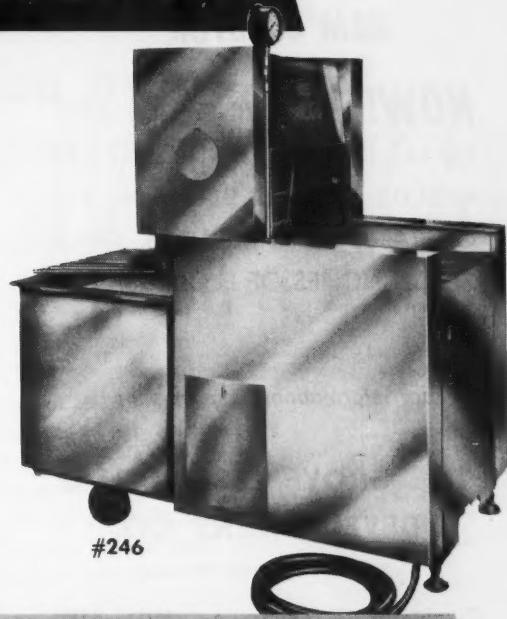
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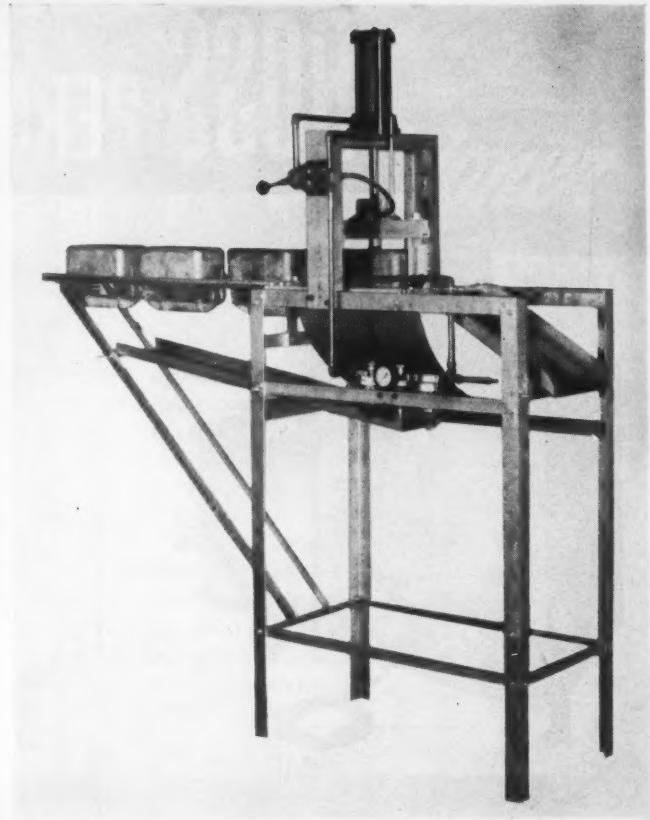
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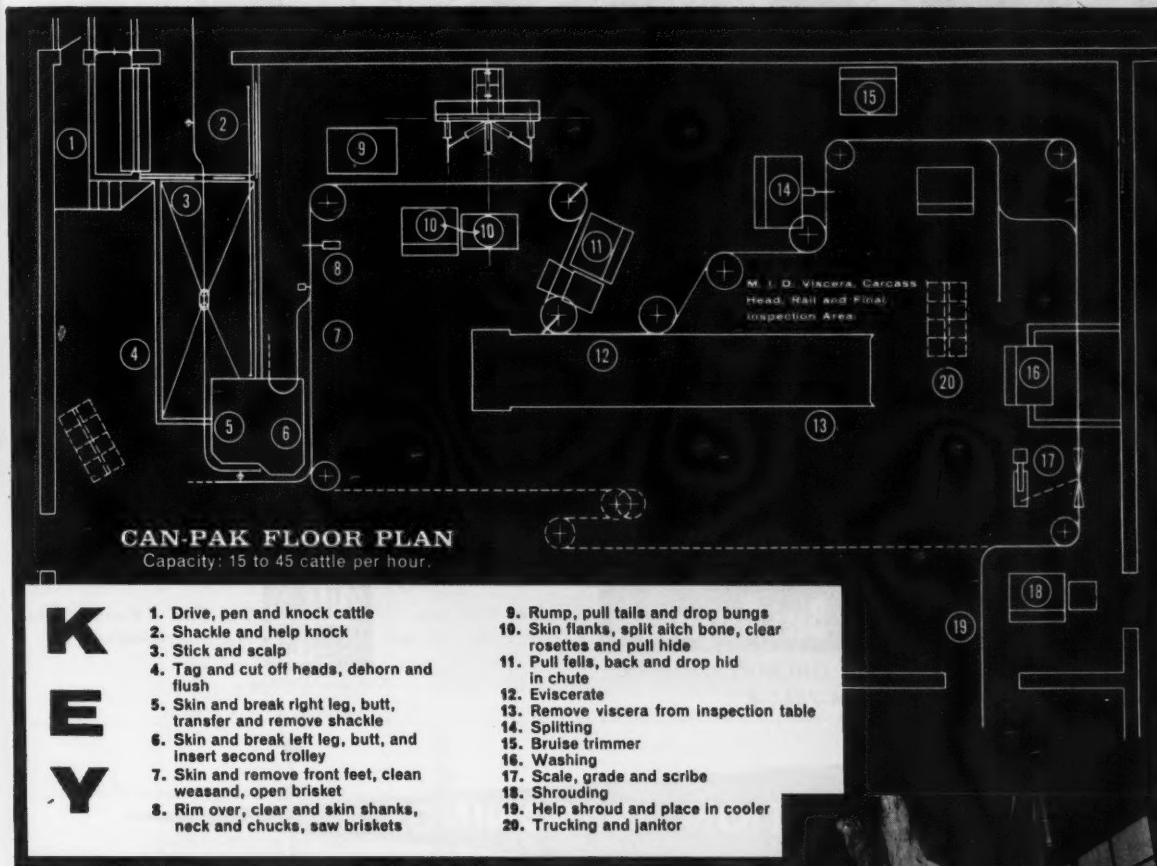
Be sure to study their product information pages when consulting the Purchasing Guide.

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At last it is possible for the smaller packer to get the advantages of a completely conveyorized Can-Pak killing floor operation at a greatly reduced cost over the larger capacity layout of the regular Can-Pak method. By combining jobs on the killing floor, up to 45 cattle can be dressed per hour with only 20 men.* Floor requirements, depending on the shape of the available space, can now be as low as 2,000 sq. ft. in area. This makes it entirely possible to install a floor of this type in most already existing 2 or 3 bed floors. Thus expensive, time consuming building alterations are avoided and an economical-efficient Can-Pak installation can be arranged.

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First—to report industry news — to accurately interpret the news and business trends . . .
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First—in service to packer, processor and advertiser alike.

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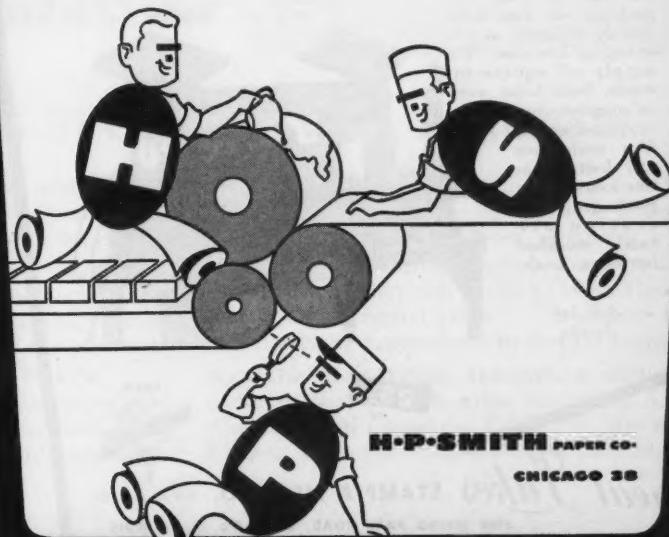
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CHICAGO 8, ILLINOIS



grave group takes a gander at polyethylene to be sure **LOXOL** is coated to satisfaction of packers...

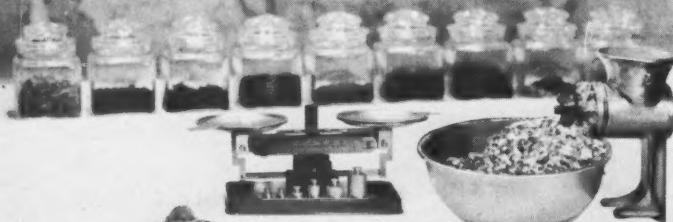


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SOME LIKE IT MILD
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MILWAUKEE SPICE MILLS
GIVES YOU THE
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Ask for details.

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Assemble, weigh, wrap and spot seal right on the scale pan. Tuck end flaps and feed package into CS-17 Sealer Unit. That's all you do to get handsome, accurate packages of franks at fast speed. Will increase your production and reduce your costs. More production? Simply add extra units! More on scale pan. Tuck end flaps and feed



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World's Largest Makers of Meat Branding and Marking Equipment.
Packaging, Labelling and Identification Equipment.



PROVISIONER "APPROVED" BOOKS

The books listed below are selected from a number of sources. In the opinion of the editors of The National Provisioner they are factual, practical and worthwhile—and are approved and recommended accordingly.

MEAT SLAUGHTERING AND PROCESSING

Contains information helpful to small slaughterer or locker plant operator interested in killing and meat processing. Discusses: fundamentals; plant location and construction; beef slaughter and by-products; hog slaughter; inedible rendering, casing processing; lard rendering; track installations; curing; smoking and sausages manufacture.
Price \$5.

FREEZING OF PRECOOKED AND PREPARED FOODS

This 560-page volume has 24 chapters and 124 illustrations. Included are processing instructions for food technologists, quality control people, packers, home economists and restaurateurs. Book is devoted exclusively to the production, freezing, packaging and marketing of baked goods, precooked and prepared foods.
Price \$10.00

FREEZING PRESERVATION OF FOODS

Covers all frozen foods comprehensively. Includes principles of refrigeration, storage, quick freezing, packaging materials and problems; specific comment on preparation and freezing of meats, poultry, fish, other items. Complete discussion through marketing, cooking, serving, transportation. 31 chapters, 282 pictures. 1214 pages.
Price \$18.00

HIDES & SKINS

A comprehensive work on rawstock for leather, covering takeoff, curing, shipping and handling of hides and skins; these subjects are discussed by experts in packinghouse hide operations, chemists, tanners, brokers and others based on lectures sponsored by National Hide Association. Jacobsen Publishing Co.
Price \$38.75

MEAT PACKING PLANT SUPERINTENDENCY

General summary of plant operations not covered in Institute books on specific subjects. Discusses plant locations, construction, maintenance, power plant, refrigeration, insurance, operation controls, personnel controls, incentive plans, time keeping, safety.
Price \$4.50

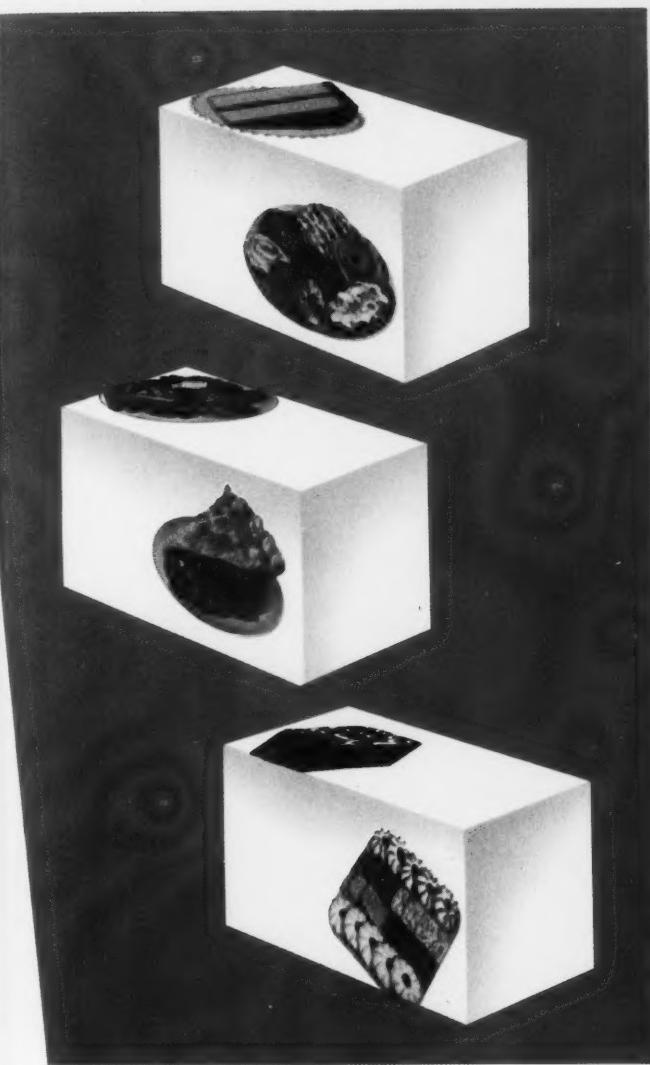
ACCOUNTING FOR A MEAT PACKING BUSINESS

Designed primarily for smaller firms which have not developed multiple departmental divisions. Discusses uses of accounting in management, cost figuring, accounting for sales.
Price \$4.50

PORK OPERATIONS

A technical description of all pork operations from slaughtering through cutting, curing, smoking, and the processing of lard, casings and by-products. Institute of Meat Packing.
Price \$4.50

What sells a pound of Lard?



Marathon Hi-Fi Cartons with Pictorials

Marathon Hi-Fi Wonder White paperboard with beautiful taste-tempting pictorials selected from our stock library or created exclusively for your private design will dress up your packaging with end-use appetite appeal.

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Completely closed cartons are necessary for proper protection of lard. There's no product show window. That makes it all the more essential to have appetite-appealing

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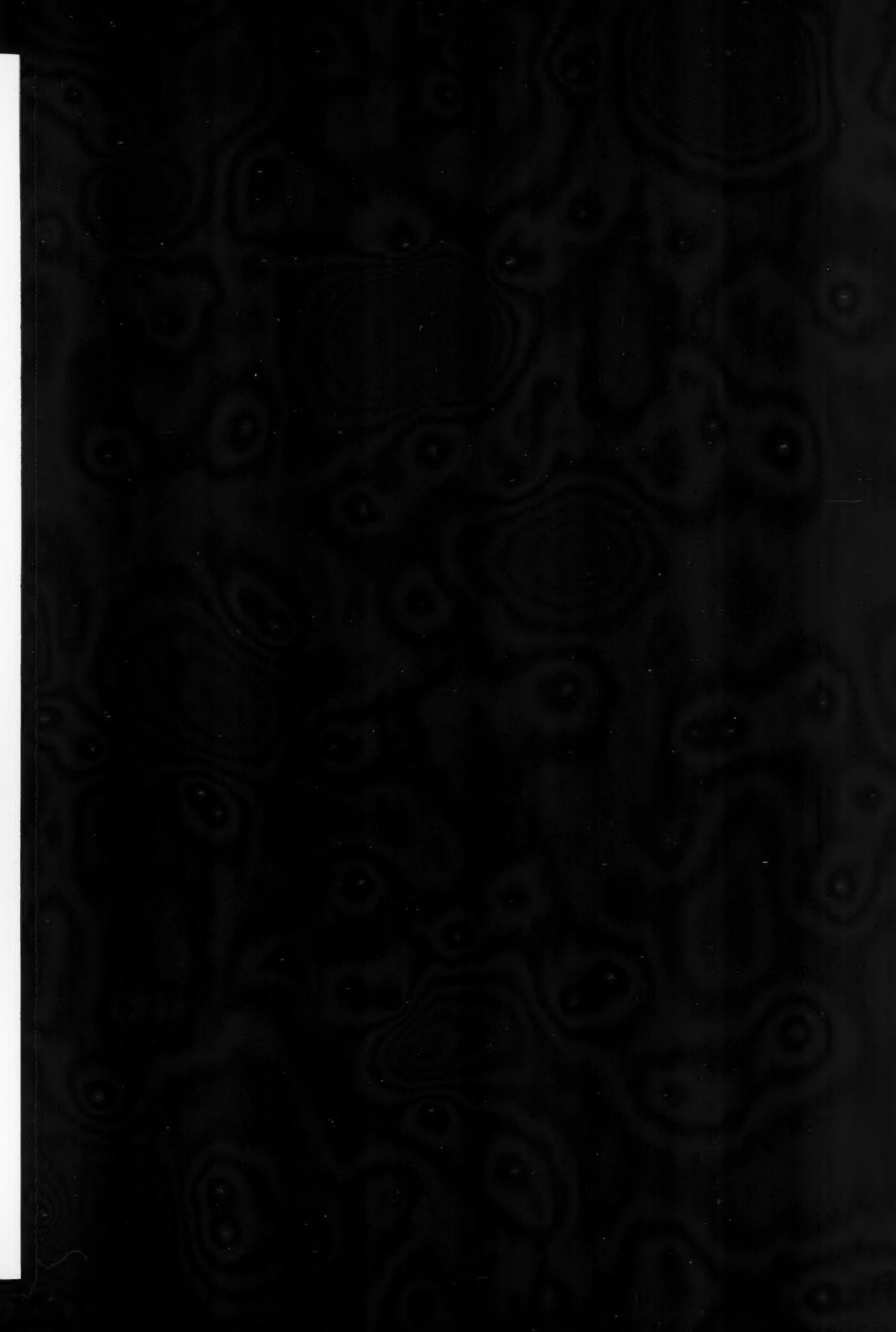
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THE NATIONAL

PROVISIONER

AUGUST 30, 1958

VOL. 139 No. 9

A Sound Beginning

Management in a number of the country's meat plants should be able to take an effective "new look" at some of their problems as a result of the first Meat Science Institute for meat packing plant operators, which was sponsored by the National Independent Meat Packers Association, and held under the auspices of the food science department at Rutgers University last week.

Shunning the impossible job of trying to cram an education in meat science and technology into a three-day course, members of the Rutgers staff showed their students how the scientist looks at meat and some of the enemies of the product, surveyed safeguards, quality control and testing, reviewed the fields of materials handling and packaging, and pointed out some of the scientific avenues of approach to improvement in meat industry processes and products.

The whole program was designed to acquaint the students with some of the scientific methods of attacking meat and food problems rather than suggesting solutions.

We believe that the first Institute was a success and hope that the program will be continued with more widespread participation by individuals and firms in the meat packing industry.

We would, of course, like to see the program broadened in scope and, perhaps, divided, so that persons with wider training and experience might find greater value in some of the sessions.

For many years we have felt that there should be some agency to serve as an "exchange" at which new ideas and trends developing in the scientific laboratories could be passed along and interpreted to the operating personnel of companies of small and medium size. Plenty of means exist for the interchange of knowledge among scientists; in many cases, however, the diffusion of information to the operating level is too slow and casual.

Perhaps some day the Meat Science Institute may be employed to serve this purpose as well as others.

News and Views

The 85th Congress passed into history this week after adopting two bills of major significance to packers. The Senate, in an unexpected move during the closing hours of Congress, passed and sent to the White House the House-approved bill (HR-9020) dealing with jurisdiction over the meat industry. The other major legislation, signed into law by President Eisenhower this week, was the Poage humane slaughter bill (HR-8308), which prohibits federal agencies after June 30, 1960, from procuring any livestock products from any slaughterer or processor which slaughters or handles livestock by any methods other than those designated as humane by the bill or the Secretary of Agriculture.

HR-9020, which retains exclusive jurisdiction over most packer activities in the U. S. Department of Agriculture, is designed to make it clear that the Federal Trade Commission has jurisdiction over retail grocery chains and other companies that are only incidentally in the meat processing business. The FTC also would be given jurisdiction over retail activities of packers and over the wholesale merchandising of non-meat products, such as oleomargarine, ice cream and pharmaceuticals. The USDA would have sole jurisdiction over the actual meat packing operations of retail food chains as well as over packer wholesale activities dealing with meat, poultry and livestock products in unmanufactured form, such as hides. The bill contains a "hot pursuit" provision that permits the FTC, for the purpose of perfecting its jurisdiction at the retail level, to pursue its investigations against meat packers back to the wholesale level, provided the USDA does not have pending an investigation involving the same subject matter. The USDA could proceed in a similar manner down to the retail level if necessary to perfect its jurisdiction over wholesale transactions. HR-9020 requires that the USDA set up a separate office for the enforcement of Title II (packer merchandising) provisions of the Packers and Stockyards Act. Heretofore, the same USDA section has handled investigations under both Title II and Title III, which regulates livestock transactions.

In other late action of direct importance to the meat packing industry, both bodies of Congress adopted the recommendation of the conference committee on HR-13450, the fiscal 1959 supplemental appropriations bill. The measure includes \$1,750,000 in additional funds for federal meat inspection; \$17,326,000 was appropriated for inspection earlier.

No action was taken on legislation dealing with two other subjects of major interest to the industry, but similar bills are expected to be introduced in the 86th Congress, which will convene on January 7. Measures lost in the Congressional shuffle include S-3538, HR-11330 and a number of other House bills, all proposing amendment of the Packers and Stockyards Act to permit automatic, voluntary deductions from proceeds of livestock sales at posted markets to finance meat promotion and research by producer groups. The other legislation introduced, but not acted upon, would have permitted the federal government to recognize state meat inspection services so that meat inspected under approved state systems could be sold in interstate commerce. The proposal, backed by the Western States Meat Packers Association and a number of state-inspected plants in California, was advanced first in HR-12982, introduced in mid-June by Rep. Harlan Hagen (D-Calif.). Another bill (S-4329) to authorize such recognition was introduced by Senators Hubert H. Humphrey (D-Minn.) and Thomas Kuchel (R-Calif.) just before Congress adjourned. Senator Humphrey said the bill was introduced for the purpose of bringing it before interested groups for consideration so that action may be expedited when the measure is reintroduced in the new Congress.

WINNING and holding customers for the products and by-products of the meat industry was the dominant theme at the second annual convention of the Texas Independent Meat Packers Association, held at Houston on August 15 and 16.

How beef production and grading might be adjusted to meet the consumer's desire for lean, tender and juicy beef; how sausage manufacturers might regain retailer recognition and expand sales, and how better markets might be built for hides and animal fats were among the major topics at the business sessions. Consideration of industry problems was interlaced with entertainment provided by the association and industry suppliers, and with tours of the exhibit hall where supplies and equipment were on display.

TEX-IMPA elected Fred Dixon of Dixon Packing Co., Houston, as president, and John Keene, Ed Auge Packing Co., San Antonio, as secretary. Milton Rubin was chosen as treasurer, and Herman Waldman was named honorary chairman of the board; both are associated with Dallas City Packing Co., Dallas. Jim Camp was retained as executive director.

Association leaders Charles Chauvet, vice president of Peyton Packing Co., El Paso, who represented WSMPA; George Lewis, vice president of the American Meat Institute, and Chris Finkbeiner, honorary chairman of the board, and John Killick, executive secretary of NIMPA, told the group of the part the associations are playing in presenting the industry to the public and government.

GRADING: If the beef producer is to continue in business, federal grading standards will have to be changed to reflect consumer desires, according to *Tobin Armstrong*, rancher and secretary of the Texas and Southwestern Cattle Raisers Association. He commented that the grading standards formulated 35 years ago have not been changed materially with the exception of the elimination of fat color and the recognition of maturity, and do not reflect the housewife's desire for tender, lean, juicy red meat. Moreover, because prices are related to these federal grades, which assumed universal importance in the marketing system during the days of OPA, the rancher is trying to produce beef to meet two sets of standards and is not being successful. Armstrong charged that present grade standards do not allow the rancher to compete with other food producers, and declared that the system should be modified or abolished.

Armstrong said that the specifications should be changed

LEFT: Roy Snyder, meat specialist, Texas A & M College; Al Gannon, general manager, Gooch Packing Co., Abilene; Wade Beesley, secretary, West Texas Packing Co., San Angelo, and Emerson Gross, consultant of Harlingen, Tex. **RIGHT:** Merle Delph, president, M. A. Delph Co., Indianapolis; Bud Pearson, treasurer, Spencer Packing Co., Spencer, Iowa; Ray F. Johnson, vice president, Lubbock Packing Co., Lubbock; Omer Dreiling, general manager, San Angelo By-Products, Inc., San Angelo, and Jasper Tremonte, president of the High Grade Packing Co., Inc., situated in Galveston, Texas.

TEX-IMPA Meeting Ra

Industry Problems an

to reflect the "cutability" of a carcass—the amount of lean red meat in the basic primal cuts of loin, round, rib and square chuck. The American National Cattlemen's Association and the Texas and Southwestern association are now working with the grading service to develop dual standards which will encompass both "eatability" and "cutability."

Noting that ranchers often hear that grading makes it impossible for the retailer to buy carcass beef without inspection, Armstrong said that he knew of no retail organization which buys on grade specifications alone. He said also that the claim that the grading system reflects consumer preferences is true only if the consumer has a choice between grades, but most stores handle one grade.

Armstrong asserted that while the rancher cannot hope to duplicate the feed conversion efficiencies attained in poultry and hog production, he can be competitive if the present grading system is modified so that it reflects the consumer's desire for lean, juicy, red beef. He argued that the rancher and packer have a common interest in seeing that the present beef grading system is modified

LEFT: Fred Dixon, Dixon Packing Co., Inc., Houston, new president of TEX-IMPA, receives gavel from retiring president, Herman Waldman, Dallas City Packing Co., Dallas, who was named honorary chairman of the board. **RIGHT:** Bashful boy failed to claim seat prize from Irvin deCordova, Jr., Texas Meat Packers Inc., Dallas, and Elmer Wheeler, Elmer Wheeler Sales Training Institute.



Ranges Over Many ns and Opportunities

to reflect the values of tenderness, juiciness, palatability, leanness and redness.

John C. Pierce, jr., deputy director of the livestock division, USDA Agricultural Marketing Service, commented on the efforts being made by the grading service to give due weight to the factor of "cutability" in the system.

He noted that four changes have been made in the grading specifications to make them more definite and easier to interpret. In 1949 the USDA sponsored a research project at the American Meat Institute Foundation to try to define the factors that make for "eatability" in beef. The research project leader told Pierce that short of eating the beef, the subjective standards of the beef grader are about on a par with the complex physical, chemical and histological yardsticks employed in the project in determining the quality of beef.

Studies have revealed considerable variation in the "cutability" of carcasses within each grade; this factor is directly influenced by conformation and finish, which tend to pull the yield of retail cuts in opposite directions. Improvement in conformation increases the yield, whereas

EARLY BIRD breakfast line is led by AMI vice president George Lewis, a temporarily repatriated Texan, with fellow Yankee Harry L. Sparks, president of H. L. Sparks & Co., National Stock Yards, Ill., closing the file. Group arose early for breakfast program.



improving the finish tends to reduce it. Finish has the greater variability within the grade.

The USDA has been conducting field tests to appraise the feasibility of subdividing present grades to reflect "cutability" values. For example, Good might be divided into Good 1, Good 2 and Good 3. Up to date the work has involved a number of carcasses too small for proper evaluation of the system.

In the Prime grade the USDA has studied only a limited number of carcasses in the 600-to-700-lb. weight group. The differences in yield between high and low groups was 9.33 per cent. In the Choice grade, 500-to-600-lb. group, there was a difference of 4.05 per cent between average yields for the high and low yielding groups, which amounted to a difference of \$4.45 per cwt., or \$26.70 per 600-lb. carcass. In the Good grade, 500-to-600 lb. weight group, the range was 5.46 per cent and this resulted in a value difference of \$4.50 per cwt. In the Standard grade, 400-to-500-lb. carcasses, the range between high and low yielding groups was 4.28 per cent, with a difference in value of \$4.29 per cwt. These values were determined on the basis of the existing selling prices of the individual retail cuts by the retailers at the time the study was made. The yields and values of individual carcasses within grades, of course, varied considerably more. For example, there was an extreme range of 12.24 per cent in the Good grade between the high and low yielding carcass, with a resulting value difference of \$10.27 per cwt.

Pierce said that experience to date indicates that these yield groups within grades can be selected with reasonable accuracy. The correlation coefficient between actual retail yield and the subjective scores has been in the range of .7 to .8.

Noting that the adoption of the dual grading system would represent the most significant modification in federal grade standards, Pierce said that he could not evaluate the industry's specific interest in "cutability," and that inquiries received from packers and retailers indicate the lack of a uniform system for recognizing and identifying the "cutability" factor.

PREFERENCES: Since they already had sampled the beef preferences of Houston retail customers by grades, Texas A & M College scientists decided to test the public feeder market in the city, reported Dr. Robert E. Branson, chairman of the department of consumer economics. Houston was selected as the test city because 1) its public feeders buy about 21,000,000 lbs. of beef yearly, or 20 per cent of the total consumed in Houston, 2) it has the

LEFT: John J. Pierce, jr., deputy director of livestock division, USDA Agricultural Marketing Service; Everett Hutchinson, commissioner, Interstate Commerce Commission; Sam Rosenthal, president, Samuels & Co., Inc., Dallas, and Robert Fleming, president, National By-Products, Inc., Des Moines. RIGHT: Leo Welder, vice president, National Beef Council; Tobin Armstrong, secretary, Texas and Southwestern Cattle Raisers Association; Jack Carlisle, vice president, Valley Packing Co., and Al Baltzer, National Safety Council.





largest number of public feeders in Texas, and 3) Houston retail consumers had been sampled previously.

From board of health records, 264 public feeding units were selected for the test, consisting of 133 restaurants, 49 luncheonettes, 18 drive-ins, 32 cafes, 15 diners and 17 others, such as schools, plant cafeterias, etc. Of this group of food servers, 94 per cent used beef.

The public feeders interviewed were shown full-color, 8 x 10-in. photographs of primal and individual cuts from the round, rib, chuck and loin in Prime, Choice, Good and Standard grades. Nothing was said about price or grade. The photos were "scrambled" in presentation so that the interviewers could not guess the top grade.

Preference scores were 51 per cent for Prime; 11 for Choice; 25 for Good, and 13 for Standard. (The consumer vote ran: Good, 44 per cent; Choice, 25; Prime, 13, and Standard, 18. See THE NATIONAL PROVISIONER of August 31, 1957, for details of this study reported at the 1957 TEX-IMPA meeting.) Preference expressions varied as to cuts. For example, with the round the preference scores were 44 per cent for Prime; 13 for Choice; 15 for Good and 28 for Standard. For the chuck, the figures were 51, 11, 25 and 31 per cent, respectively.

SLEEPY SAUSAGE? While the beef industry is concerned about consumer preferences as to grade, the sausage industry is failing to exploit its sales opportunities in meeting and leading consumer desires as to flavor, size and shape, asserted E. E. Ellies, executive vice president, Tee-Pak, Inc., in his presentation, "Operation Market Basket." Because of this lethargy, the sausage industry



Ray Johnson, general manager, Lubbock Packing Co., and E. E. Ellies, vice president, Tee-Pak, Inc. In his presentation, "Operation Market Basket," Ellies reported that sausage producers are allowing hitch-hiking competitive foods to take away their retail display space.

is losing the all-important battle for display space in the self-service case. Actually, the sausage industry is allowing aggressive hitch hikers to exploit space that, in terms of profit potential for the retailer, rightfully belongs to the meat processors. For example, even though the gross profit per lineal foot of show case space in the typical supermarket is \$29.60 for bulk sausage, vs. \$3.60 for prepackaged cheese, bulk sausage is allocated only 5 ft. of case space against 21.75 ft. for prepackaged cheese. Even in this small space, bulk sausage produces a weekly gross profit of \$148 against a gross profit of \$77.68 for prepackaged cheese.

The share of the market basket that sausage commands

LEFT: (seated) John Keene, general manager of Ed Auge Packing Co., San Antonio; Prof. Gene King, Texas A & M College, and W. E. Daly, Houston Bank for Cooperatives; and (standing) Doctors Tyrus Timm, Jarvis Miller and O. D. Butler, all of Texas A & M. RIGHT: Members of livestock marketing panel included: C. D. McEver, vice president, Texas Livestock Auction Markets Association; Jim Sartwelle, executive vice president, Port City Stockyards Co., Houston; Roy Snyder, Texas A & M meat specialist; Ted Gouldy, manager, Ft. Worth Livestock Market Institute, and Grover Lee, jr., executive director, Texas Livestock Auction Markets Association.

has fallen about 10 per cent since 1952, Ellies asserted. This represents a volume loss of about 400,000,000 lbs. annually.

The national allocation pattern for display case space —15 per cent for bulk sausage, 21 for prepackaged luncheon meat and 64 per cent for prepackaged cheese —prevails in Texas. The Dallas pattern runs 4, 21 and 75 per cent, while in Houston, it is 5, 17 and 78. Bulk sausage, the retail profit leader, gets the smallest allotment of space.

As new products are introduced (now at the rate of 24 items a day) this space battle will be intensified.

Ellies charged that the sausage industry is failing to present its retailer profit story. In a 1957 survey conducted by Tee-Pak, 25 per cent of the stores carried only sliced bologna, while another 25 per cent carried only one type of chunk bologna. Bologna is the second largest sausage item in tonnage and popularity.

In a survey covering the size in which consumers would like to buy bologna, 18 per cent of the regular eaters said they liked the snack size, 42 wanted the regular bun size and 40 per cent, the bread slice size. Most packers are competing in 6- or 8-oz. packages for the bread slice market. Size preferences as to chunk bologna ran 53 per cent for the 1-lb., 31 for the 2-lb., and 16 for the 3-lb.

Ellies said that these differences actually represent opportunities to vary size, shape and flavor and can help the alert sausage manufacturer get more space in the self-service case.

The survey showed that 90 per cent of the bologna users considered the sausage to be a cold sandwich item. A test promotion was conducted with one retail chain in which hot recipes were suggested for 1-, 2-, and 3-lb. chunks. The result was that another 1.5 ft. of display case space was added for the product.

Pointing out that the sausage maker can expand his market by offering divergent sizes, shapes and flavors, and suggesting that he should not be afraid to compete with himself, Ellies presented colored slides that illustrated how soap, cigarette, canned soup and cereal companies have exploited these merchandising factors to increase their shelf display area and their sales. For example, Procter & Gamble with its self-competing line of Blue Cheer, Tide, Duz, Joy, Dreft, etc., gets a large share of display space and the market.

(A talk on the same theme was presented by Ellies at



LEFT: Fred Dixon, Dixon Packing Co., Inc., Houston, seated with Dr. A. B. Rich, director, veterinary public health division, and Judge William Harrison Bell, counsel, both of the health department, state of Texas. CENTER: (seated) Dr. Robert E. Branson, Texas A & M, and Fred Doehe, partner, Doehe Provision Co., Clarkwood, with (standing) Red Ward, National Live Stock and Meat Board, and Gene Blish, American Sheep Producers Council, Denver. RIGHT: M. L. "Joe" Coble, president, Palestine Packing Plant, Palestine, and Mrs. & Mr. Wyvil A. Gee, The Griffith Laboratories, Inc., Dallas.

the convention of the Western States Meat Packers Association. See the NP of March 8, 1958.)

CONSUMPTION: After reviewing some of the meat consumption findings of the U. S. Department of Agriculture with respect to southern families (see the NP of June 14, 1958), *Dean Florence Scoular* of North Texas State College concluded that from 10 to 25 per cent of the families were failing to get the proper dietary levels of calcium, ascorbic acid, vitamin A, thiamine, riboflavin, protein, iron and niacin. All of these deficiencies could be corrected by greater consumption of meat.

Some of the consumer resistance factors that impede greater meat consumption were cited by *Dean Scoular*.

Price prevents greater consumption of aged beef which the consumer likes for flavor and tenderness. Since drippings and gravy are utilized by only a few, excess fat should be removed from the meat. Mrs. Consumer objects to cured meats which are advertised as ready-to-eat, but which actually are too tough or salty when eaten "as is." She dislikes a high level of seasoning in pork sausage. She would like to see the slices of bacon, Canadian bacon, ham, etc., on the top and bottom of the packages. She complains about the difficulty of separating sliced bacon, even at room temperatures. She objects to the variation in hamburger quality and the presence of cartilage; she would like to be able to buy some of her hamburger ground in coarser form for use in some meat dishes.



I. BENES, vice president of Everhot Manufacturing Co., Maywood, Ill., shoots fellow suppliers Becker Cline, president, Tee-Cee Manufacturing Co., Cincinnati, and Mrs. & Mr. Jack McCullough. The latter is sales manager of the Brechteen Corp., Chicago.

The housewife wants the cereal content in sausage products stated, and is annoyed by the quality spread in frankfurts, even in the same brand, and with the presence of gristle.

She wants consumer packaged meats to be available in uniform portions, and objects to the grouping of small and large units in one package; although she would like to have a larger portion of steak, she now feels compelled to eat the smaller one. Uniformity of portion sizes per package would increase meat consumption, *Dean Scoular* asserted.

HOW TO VEX DEALERS: *Leon Sacco*, director of the Texas Retail Grocers Association and operator of a large



SUPPLIERS who were hosts at several social functions received special recognition at the "King for a Day" luncheon when they were presented with gold crowns by the regular TEX-IMPA members.

supermarket in Houston, described some of the packer sales practices that vex the busy store manager.

He said that only too frequently the salesmen cannot tell the retailer what he purchased a week earlier from the salesmen's lines. Salesmen frequently fail to alert the dealer to a product that is to be advertised in the local papers. Some forget to make the call on time. Although the store may have a no-smoking rule, salesmen will come into the market smoking. *Sacco* insisted that what is ordered should be delivered, and if there is a shortage, the customer should be notified in advance so that he can make necessary adjustments in his sales plans. Sharp practices, such as wrapping a 1.75-oz. bacon slice around a 6-oz. fillet, or pushing 7 lbs. of salt with 100 lbs. of dry salt bellies, should be avoided.

He advised the group to keep up sausage quality and warned that failure to do so would kill the business.

FLAVOR: *Charles Mayer*, president of H. J. Mayer & Sons Co., told TEX-IMPA that differences in flavor should be utilized to expand the sausage market. Flavor is the major item that the sausage maker is selling, but is considered least in plans for merchandising the product. He noted that rewrapping a staid old flavor may increase sales temporarily, but it does not build repeat business.

The public's desires in flavor should be determined

by consumer sampling, even though limited in scale, and not by arbitrarily choosing a flavor because it appeals to the president or sausage maker. Mayer declared that while new flavors will help gain a broader market, they will hold it only as long as the sausage is top quality.

HIDES: The hide panel stressed the need for improving quality to hold and win customers. Work is progressing



SOME DANCE, some talk and some eat, at the three-nations buffet dinner which featured foods in French, Italian and Spanish style.

on a one-hour curing method that holds promise, according to Merle Delph, president of M. A. Delph Co. He reported that his experience with fleshed, demanured and quick-cured hides has been very favorable. (See THE NATIONAL PROVISIONER of November 3, 1956 for a description of his methods.)

Bud Pearson, treasurer of Spencer Packing Co., read



SAN ANTONIO sunburst emblem promoting the 1959 TEX-IMPA convention for that city is sported by suppliers and packers.

several letters of commendation from tanners who have bought his firm's fleshed, demanured and quick-cured hides. (See the NP of January 17, 1958, for a full report on this plant installation.)

The Spencer plant has cured 120,000 hides with a



PACKER-SUPPLIER group relaxes at table while they await the thinning of the buffet line seen in the background of photograph.

significant saving in space, lower inventory, improved takeoff and better sales results. Space required for the operation, in which hides from a weekly kill up to 2,500 head are handled, is 30 ft. x 50 ft. for the curing vat area and 60 ft. x 60 ft. for banking and temporary storage. Average inventory is now 3,000 to 4,000 hides, as against 10,000. When market conditions warrant such turnover, hides are sometimes sold within the week since they are cured in 48 hours. Improved working conditions in the hide cellar help in retaining good workmen. Most important, small knife cuts and scores are easily detected and called to the attention of the butchers immediately.

Allowing hides to collect for four to 10 hours before cellar handling seriously reduces the quality, observed Jasper Tremonte, president, High Grade Packing Co., Galveston. If salt is reused, and this is a questionable economy, it should be washed. Some salt will be lost, but this loss will be more than offset through improvement in hide color.

The mechanical skinning knife has reduced the percentage of cut hides which, in isolated instances, ran as high as 80 per cent in his area, declared Omer Dreiling, San Angelo By-Products, Inc., San Angelo, Texas. Mechanical

PROGRAM on small business financing was conducted by C. W. Ferguson, regional director of the federal Small Business Administration, Dallas, and Wade Beesley, secretary of the West Texas Packing Co., located in San Angelo.



knives have reduced cuts and scores to an average of about 10 per cent, he asserted.

ACCIDENT COSTS: Another way in which significant savings can be made is through reduction in compensation costs for injuries, the group was told by Al Baltzer, director of the small business program of the National Safety Council. Texas compensation rates are the second highest in the nation, amounting to \$4.42 per \$100 of payroll. While compensation rates are influenced by legislative policy, they reflect primarily actual accident experience.

Texas meat packers pay higher fleet insurance rates than do butane gas haulers. On the average the rate is 70 to 80 per cent higher, and in one county it is 148 per cent higher.

While no accident frequency data are available for Texas meat plants, it is assumed that their record probably follows the pattern revealed by the NSC-NIMPA safety survey. Plants reporting in that survey had frequency rates five times higher than those of packers participating in the NSC program and twice as high as those reported by the industry as a whole to the Bureau of Labor Statistics.

Baltzer said that the basic reason for this showing is that the average meat plant has no safety program. Over 75 per cent of the NSC-NIMPA survey respondents had no safety programs or anyone trained to administer first aid.

Over a five-year period, the insurance costs of 10 Texas companies with safety programs totaled \$169,000 less than the cost of 10 companies with no programs. These were small firms with 40 to 50 employees.

A new bill introduced in the Texas legislature would

place industrial safety under state supervision. Industries considered to be the most hazardous, including meat packing, would probably receive the first attention from the state agency.

Any packer desiring to establish a safety program can get all the assistance he needs from insurance companies, state and local safety organizations, industry trade associations or the NSC, Baltzer stated.

LABOR RELATIONS: A new National Labor Relations Board ruling, which goes into effect on September 1, brings any plant with annual interstate sales or



BRAIN-STORMERS on consumer wants included W. Price, Jr., executive vice president, Texas Restaurant Association; Dean Florence Scoular, North Texas State College; Archie Sloan, president, Texas Meat Packers, Inc.; Morris Hite, executive vice president, Tracy Locke Advertising Agency; Charles Mayer, president, H. J. Mayer & Sons Co., and Leon Sacco, Texas Retail Grocers Association.

purchase volume of \$50,000 under NLRB jurisdiction. This means virtually every plant with 10 to 15 employees, asserted James Gilker, labor consultant. What is more, the NLRB has been given a larger appropriation which enables it to hire more attorneys and trial examiners and to shorten the litigation period to about two to three weeks. Labor unions will probably intensify their organization work in the retail and meat fields.

Gilker commented that management should improve communication with employees and cautioned that walking through the plant does not constitute communica-



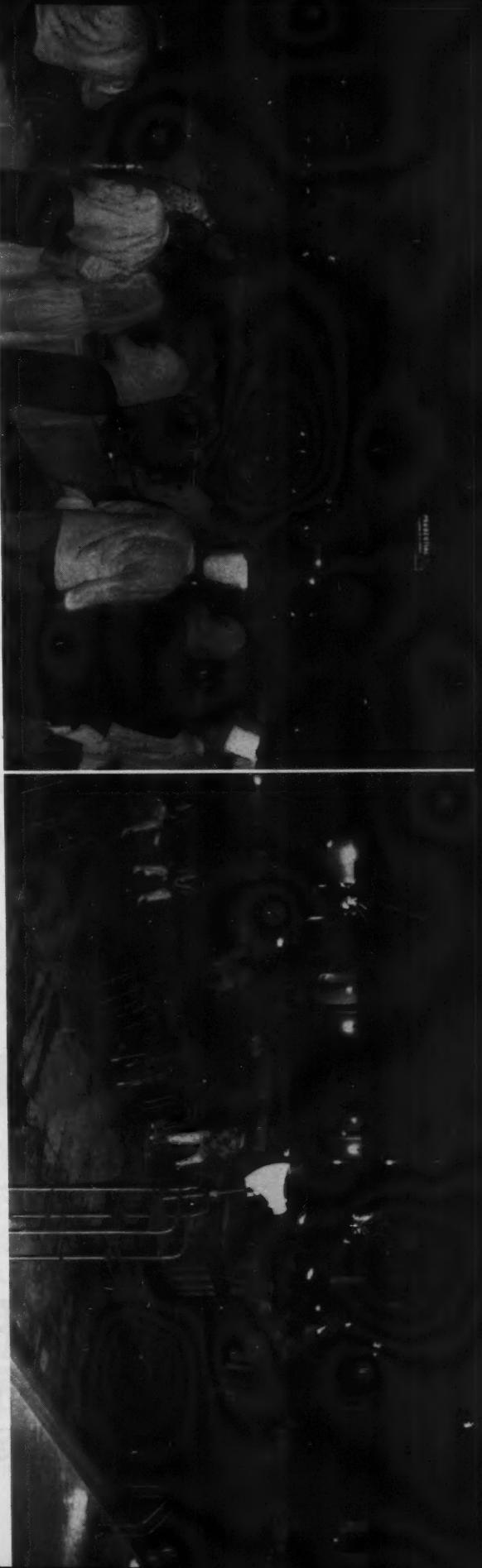
IN A HUDDLE at the message center are Chris Finkbeiner, honorary chairman of the board of NIMPA; Jim Camp, executive secretary of TEX-IMPA, and John Killick, executive secretary of NIMPA.

tion. Employees must be made to feel that they are a part of a progressive and aggressive organization that is treating them fairly.

LIVESTOCK PURCHASING: During the afternoon, when "buys" in livestock are available, packer buyers often are absent, charged Ted Gouldy, manager of the Ft. Worth Livestock Market Institute. He questioned the economy of maintaining individual packer buyers at terminal markets where the services of competent

[Continued on page 25]

HAWAIIAN foods were served at the pool side luau style dinner. Dishes included Hawaiian seasoned rib barbecue, coconut tarts and fruits. Conventioners ate at tables set a few inches above ground.



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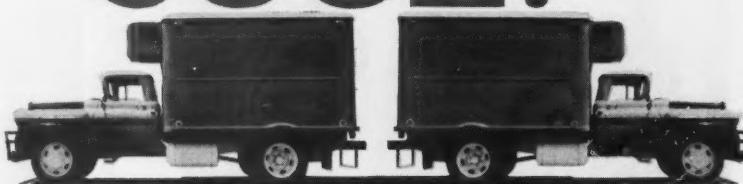
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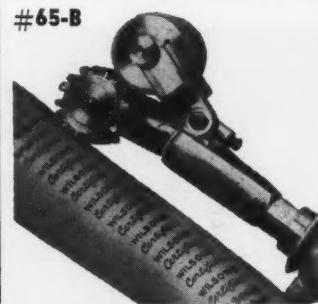


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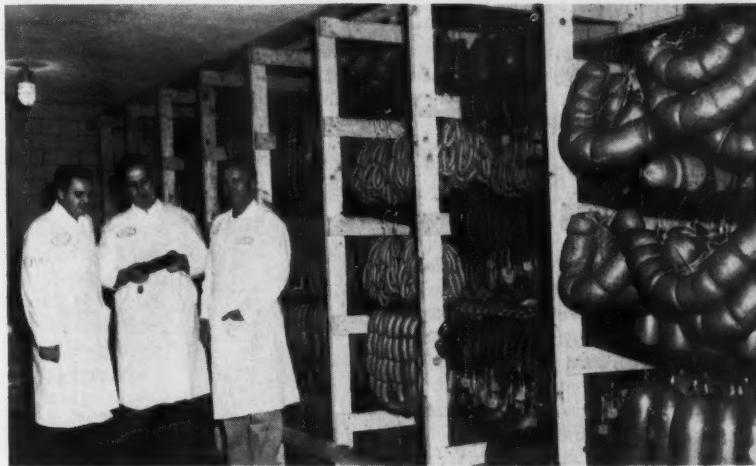
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The Meat Trail...



EXAMINING STICK product in new seven-stall holding cooler of Arsenal Sausage Co., Pittsburgh, are (l. to r.): Edward Pasewicz, jr., treasurer; Richard Rzaca, president, and Eugene Sisko, secretary and sales manager. Firm recently doubled its manufacturing area with addition that houses holding cooler and 30 x 40-ft. cook room. Company also has purchased three new Chevrolet trucks equipped with refrigerated bodies. Rzaca is son of founder, who died last year after operating business for 35 years. Pasewicz, Sisko and Edmond Buczyski (not shown), vice president and sausage maker, are brothers-in-law of president Rzaca.

J. M. Foster, Past President Of John Morrell & Co., Dies

JOHN MORRELL FOSTER, 63, a former president of John Morrell & Co.,



J. M. FOSTER

Ottumwa, Ia., died of a heart attack August 24 in Ottumwa. A son of the late T. D. FOSTER, who founded the American branch of the Morrell company in Ottumwa, he was president of the firm from June 1,

1952, until he resigned in December, 1953, because of ill health. He remained as vice president until October, 1957, when he retired.

Foster began work in the Ottumwa meat packing plant soon after World War I, during which he was a naval officer. In 1920 he went to the plant in Sioux Falls, S. D. He became a director of the company in 1927, assistant manager of the Sioux Falls plant in 1928 and manager of that plant in 1939. He returned to Ottumwa in 1944 as vice president in charge of operations.

Foster served two terms as chairman of the board of the American Meat Institute, and was on its board of directors for several years.

Survivors include his widow,

WILMA; two children and one brother, GEORGE M. FOSTER, a retired president and now board chairman of the Morrell Company.

'Enithre Snwo Nor Niar . . .'

CLINTON MCGILL, accountant for Van Brown Packing Co., Tulsa, Okla., recently received a company gas bill with this address: "WAO BRPWO QUCKNG CO., 700 N. Ykme." McGill gave his congratulations and thanks to the enterprising postman who deciphered the address.

PLANTS

Dixon Packing Co., Houston Tex., has expanded its cooler capacity to permit more fresh meat fabricating. FRED DIXON, head of the company announced. The new cooler can hold about 300 hog carcasses. Curing and portion cutting also will be expanded under the supervision of EDWIN MORGENTHALER, plant superintendent and 29-year company veteran, who is back on the job following a recent heart attack. The slaughtering plant of Dixon Packing Co. is located in the



E. MORGENTHALER

Port City Stockyards area while its sausage kitchen and offices are in the downtown Houston area.

A Louisiana charter of incorporation listing capital stock of \$10,000 has been issued to Ozone Meat Co., Inc., 526 N. New Hampshire st., Covington, La. Another Louisiana company, M & S Provision Co., Inc., Hammond, has filed notice of dissolution with the secretary of state.

The St. Boniface (Man.) plant of Swift-Canadian Co., Ltd., has begun production of Swift's fruit-flavored meats for babies and juniors. Items now being produced include strained pork and apple sauce, lamb and mint sauce and ham and raisin sauce.

A \$22,000 fire destroyed a meat processing plant near Milan, Mich., owned by GLENN RILEY and his wife.

Sachem Provision Co., Inc., Norwich, Conn., a division of Carl Roessler, Inc., New Haven, Conn., has completed a modern, new distribution branch at 243 Asylum st., Norwich. The one-story, 90 x 103-ft. building, which has been under construction since last October, has a capacity of approximately 150,000 lbs. of beef, veal and lamb and 50,000 lbs. of pork products. The branch also will handle a full line of meat products of Geo. A. Hormel & Co., Austin, Minn. CHARLES H. ABRAMOWITZ of New



TELEVISION SET is presented to Oscar A. Anderson (center) by E. J. Adams (right), assistant to the president of Armour and Company, Chicago, and C. E. Sheehy, vice president and general manager of Armour plants. The set was a farewell gift to Anderson, who has retired after serving Armour for 43 years. Anderson joined Armour as a mechanical engineer and has been in charge of the engineering department of the national packing company since 1954.

Haven was the architect for the building, and F. W. Brown and Co. of Norwich was the general contractor.

The Grand Forks (N. D.) meat packing plant of Armour and Company has been sold to ARTHUR GREENBERG, contractor and potato grower, who is planning to convert the building into a potato processing plant. Armour closed the plant last April and transferred operations to the company's plant at West Fargo, N. D.

J O B S

Two promotions of key personnel at Stark, Wetzel & Co., Inc., Indianapolis, have been announced by GENE TURNER, company vice president. ROBERT E. NEVIL was named credit manager, and PAUL FURIMSKY was elevated to the post of provisions sales manager. Nevil, who started to work



R. NEVIL



P. FURIMSKY

as a night billing clerk at the company 12 years ago, has been employed in the credit department for the last eight years. Furimsky was graduated from the University of Illinois in 1954 and joined the Stark & Wetzel organization as a plant trainee the same year.

Two appointments in the advertising and sales promotion division of Armour and Company, Chicago, have been announced. They are: B. O. BROOKS, manager of the merchandising service department, and T. A. MAYFIELD, manager of the merchandising department. Brooks joined Armour in 1940 and has supervised the company's merchandising service program. Mayfield joined the Armour advertising department in 1957.

JOHN H. HUTT has been appointed midwest sales manager for Patrick Cudahy, Inc., Milwaukee, and ANTHONY UBL has been named Milwaukee sales manager, the position vacated by Hutt's promotion.

E. C. PRICHARD has been elected president and general manager of Danville Meat Supply, Inc., Danville, Va. Other officers named by board are: L. R. WALDEN, JR., vice president and head livestock buyer; GEORGE

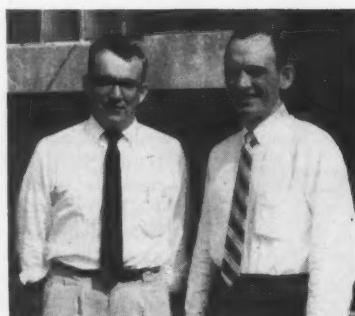
HOPCOOD, vice president and production manager; J. C. DAVIS, vice president and sales manager; JAMES L. RIDDLE, treasurer; RAY C. MICHAEL, secretary, and B. P. KUSHNER, legal counselor. The board will be composed of the newly-elected officers along with HEDRICK K. JOHNSON, W. W. VAUGHAN and E. F. JONES.

T RAILMARKS

The "seal of approval" for humane beef slaughter has been awarded to Great Falls Meat Co., Great Falls, Mont., by The American Humane Association of Denver. G. W. ROGERS, director of the AHA field department, presented the award to M. H. BROWN, president of the company. The award was made following the announcement that Great Falls Meat Co. has been using a mechanical stunner in all beef slaughter for years. The plant processes approximately 11,000 cattle annually and was one of the first plants in the United States to use a mechanical stunner.

Officials of the John Morrell & Co. plant at Sioux Falls, S.D., have made plans for the company's annual beef barbecue on September 4 for 4-H Club members attending the South Dakota State Fair in Huron. The event, started by the firm in 1941, has become a highlight of the fair. Morrell chefs, who will man the barbecue pits, plan to prepare more than a ton of beef. It is estimated that approximately 5,000 persons will attend the event this year.

Serving as judges for the second annual South Carolina Meat-Type



NEWLY-APPOINTED superintendent of production division of Hunter Packing Co., East St. Louis, Ill., William R. Behrens (right) is shown with Harold E. Wilt, former division supervisor, who will assist him. Behrens, who has been serving as chief industrial engineer for Hunter, joined the company in 1939 and helped organize the industrial engineering section. He is a University of Illinois graduate. Wilt joined Hunter in 1953 after serving in the United States Air Force.

Hog Show and Sale at the state fairgrounds in Columbia, S. C., this week were TOM BELL, Kingan division, Hygrade Food Products Corp., Orangeburg, S. C.; L. B. OUTLAW, Frosty Morn Meats, Inc., Kinston, N. C., and JACK KELLY, head of the animal husbandry extension division, North Carolina State College, Raleigh.

BURTON A. (BURT) PETERSEN has rejoined the meat brokerage firm of Petersen-Priceerman, Inc., Chicago, following the death of his father, J. H. PETERSEN, president of the concern. The younger Petersen, a graduate of DePaul University, Chicago, worked with his father in

the meat brokerage business from 1946 until 1953. He then joined The Diversey Corp., Chicago, manufacturer of sanitation supplies, as manager of the meat packing and canning department. The late J. H. Petersen entered the food business in 1920 with Consumer Stores in Chicago. He opened the chain's first meat market in 1927 and became manager of meat operations. When the chain was purchased by Kroger Co., Cincinnati, he remained as Chicago district meat manager. He served in the Quartermaster Market Center during World War II and entered the meat brokerage business in 1946.

D E A T H S

JOHN A. PRESTON, 59, retired general manager of the Wichita plant of The Cudahy Packing Co., died recently. Preston served with Cudahy for 37 years before retiring in 1953.

JOSEPH H. POSCH, president of Posch & Co., Chicago meat wholesaler, died at the age of 53.

MICHAEL J. MURPHY, 72, traffic supervisor for 32 years with Van Wagener & Schickhaus Co., Kearny, N. J., an associated firm of Swift & Company, died of a heart attack.

NICHOLAS A. CELIA, 35-year veteran of the sausage making industry, died at the age of 72. Celia founded Celia Sausage Co., Utica, N. Y., five years ago. Previously, he had served for 30 years with Gold Medal Packing Corp., Utica, N. Y.

JOHN MICHAEL SORBER, 62, a partner in the wholesale meat firm of Ferd W. Nofer and Son, Philadelphia, died recently. Surviving are his widow, ELVIRA, a son and a daughter.

Science, Pensions, Personnel and TV Get Attention at NIMPA Eastern Area Meeting

RECOGNITION of the participants in the first NIMPA-Rutgers Meat Science Institute, a demonstration of industrial uses of closed circuit television and an explanation of NIMPA's new pension and profit sharing program were features of the meeting of the eastern division



T. H. BROECKER



JOHN KRAUSS

of the National Independent Meat Packers Association, held at the Hotel Traymore in Atlantic City on August 21, 22 and 23.

John Krauss of John Krauss, Inc., Jamaica, N. Y., was re-elected as regional vice president, and eastern area members chose Herbert Rumsey of Tobin Packing Co., Rochester; Albert Goetze of Albert F. Goetze, Inc.,

Baltimore, and Christian Kunzler, Kunzler & Company, Inc., Lancaster, Pa., as their directors. New terms of the officers and directors begin with the annual meeting of NIMPA in the spring of 1959.

With Krauss directing activities, packers and associate members heard reports by NIMPA president T. H. Broecker of The Klarer Company, Louisville; general counsel Edwin H. Pewett, and executive secretary John A. Killick. President Broecker stressed the urgency of the industry's public relations problem and described some of the work being done by the intra-industry committee made up of representatives of the AMI, NIMPA and WSMPA.

John E. Thompson of Reliable Packing Co., Chicago, described the purpose and the general field covered by the Meat Science Institute, sponsored by NIMPA under the auspices of the food science department of Rutgers University, New Brunswick, N. J. A number of the meat industry people who participated in the three-day course were present at the regional meeting and were congratulated by NIMPA president Broecker.

Those who visualized closed circuit television solely as a "watching eye" device were given some new ideas at the demonstration staged on Friday morning by Lawrence Kanover and Henry A. Schwartz of Shamrock Distributors, Inc., and Joseph Kerner of Blonder-Tongue Laboratories. Packers were shown how TV is used in the steel and aircraft industries to carry out processes where employees cannot be present in body, and how a shipping-checking operation can be controlled by a single employee in a central location.

Overall aspects of pension and profit sharing plans in general, and the specific applications of the NIMPA plan to individual situations, were discussed by Walter J. Hodes of Eugene M. Klein and Associates, coordinator of the association's program.

Basing his talk on long experience as a large plant personnel director, Fred Sharpe of the NIMPA staff discussed personnel management and relations at the closing session of the eastern meeting on Saturday morning.

About 30 persons heard John W. Carney, Weiland Packing Co., analyze the "Control of Direct Labor Costs" at the regular meeting of the eastern division of the NIMPA Accounting Conference, which was also held on Saturday morning.

TEX-IMPA's Second Big Convention

[Continued from page 21]

order buyers can be obtained. He said that any order buyer serving a packer should be required to visit the coolers periodically. He argued that packers are intensifying their own competition by ignoring the terminal markets and following the auction market circuits. Lack of supervision of packer buying has encouraged some buyers to work against their employer's interests.

Of 514 posted auction markets under the supervision of USDA, 114 are in Texas, reported C. D. McEver, vice president, Texas Livestock Auction Markets Association.

INTEGRATION: The vertical type of integration, in which a firm controls more than one process in food production, accounts for 10 to 20 per cent of the cattle fed, 10 per cent of the hogs and about 25 per cent of sheep production, observed Dr. Jarvis Miller of Texas A & M College. In Texas, about one-third of the cattle in feed lots are in integrated enterprises, and about 10 per cent of hogs. He said that integration is a partial solution to the problems of violent price fluctuations and seasonality of supplies, and permits the exploitation of modern breeding and feeding techniques and the production of meats to meet specific consumer wants. How fast integration will develop will depend, in part, on the availability of capital and know-how.

COSTS: Many packers who lack knowledge of their own costs still follow their competitors in pricing on the theory that somebody else knows his cost, said Emerson W. Gross, consultant of Harlington, Texas. He outlined seven steps for inaugurating a cost system: 1) obtain and record weights of product transfers, purchases, sales,

inventory and production by departments; 2) develop percentage yields and shrinks for each step of processing; 3) analyze and post expenses into service functions; 4) distribute service expenses to processing and trading departments; 5) develop accurate representative weight and yield tests for each product at all stages of processing; 6) record weight and yield data of representative tests on appropriate column paper and 7) compare yields and shrinks with standards of the industry.

INSPECTION: In answering the question as to whether local inspection programs supervised by the state might not be used to facilitate the attainment of statewide meat inspection, Dr. A. B. Rich, director of the Texas public health department, replied that it would undoubtedly expand inspection coverage, but was not favored by the state as the supervisory control would be weakened. Noting that statewide inspection must eventually be established for the good of the industry and public, Rich said that it is only a question of time as to when the necessary funds will be made available.

FATS: With about half the total output of animal fats moving into export channels, partly stimulated by public funds, and with the supply of vegetable protein supplements increasing, the meat and rendering industries face an uncertain future for their animal fats and protein supplements, declared Robert Fleming, director of the National Renderers Association and president of National By-Products, Inc., Des Moines. To protect its future markets, the industries must find new outlets through research. Only \$200,000 in private funds, exclusive of individual corporate expenditures, is now being spent for research on animal by-products.



Pneumatic Repeating Stunner Furnishes the Meat Industry With Another Tool for the Job of "Humane" Slaughter

PNEUMATIC stunner contact is placed at the top rear of the head behind the horn boss to minimize damage to product.

After many months of testing, an air-powered animal stunner developed for meat industry slaughtering operations has been announced by the Thor Power Tool Company of Aurora, Ill.

The stunner is a contact-activated penetrating tool designed for more positive and, hence, more humane, stunning at minimum operating cost. The Thor stunner requires no loading and can be classified as an automatic repeater instrument.

Thor officials report that this first successful pneumatic stunner is the climax of 2½ years of research and development. The stunner resulted from the collaboration of Thor engineers with Donald Willems, 13-year veteran of the meat packing industry, and mechanical designer Henry Spitzley. It has been thoroughly tested over a long period in the facilities of Armour and Company, for which Willems is a traveling supervisor of livestock handling and care, and to a lesser degree in other American packinghouses.

The pneumatic stunner is powered for stunning cattle and it is claimed that a single tool can be used to stun up to 125 head of cattle per hour (10 to 12 beds). Thor said information also is available about adaptations of the stunner which are being developed for air-powered immobilization of hogs, calves and lambs.

The American Humane Association has recognized the new Thor stunner as a humane stunning method and announced that packers using the tool will be eligible for the AHA Seal of Approval for humane slaughter. Presumably the use of the instrument would fall within the definition of humane methods under the new federal law in that "animals are rendered insensible to pain by a single blow." (The new law prohibits federal agencies after June 30, 1960, from buying livestock products from any firm using slaughtering methods other than those designated as humane by the legislation or the U.S. Secretary of Agriculture.)

In stunning cattle, the Thor tool, which is activated by the contact of a penetrating pin with the animal, drives the pin to correct depth into the medulla oblongata, producing instantaneous unconsciousness and relaxed bleeding for improved carcass quality. By striking into the top rear of the head behind the horn boss, damage to hide, carcass and brain is avoided in all areas but the medulla, tests have shown.

Weighing less than 8 lbs., the cylindrically-shaped stunner is 30 in. long and has a 1¼-in. diameter handle for easy and accurate two-handed operation. The tool is powered by air pressure from a compact compressor occupying as little as 12 cu.

ft. at or near the stunning area. The only operating cost is that of the electric power for running the compressor. Depending on its size, a single compressor can power one to four stunners simultaneously.

In announcing the new stunner, Thor said that a minimum of working parts has been utilized to produce an instrument with long life and one requiring virtually no maintenance or cleaning care.

Packinghouse tests have shown that using the Thor air stunner, and working behind the head of the animal and out of its vision, the operator can attain a high degree of stunning accuracy with one blow. Because the stunner is automatically ready to deliver another blow at once, the operator can move rapidly from one animal to another, working from the rear without frightening the animals. This same repeater action enables him to deliver an additional blow to an animal, with no delay, when this is necessary as a safety and humane precaution.

The stunner is equipped with a safety lever which prevents accidental penetration and which is depressed easily when the tool is held for stunning. The tool is said to be virtually recoil-less in action, an additional worker safety factor, because of its forward motion and the contact type of activation employed.

ALL MEAT... output, exports, imports, stocks

Meat Output Rises Above Year Ago

Production of meat under federal inspection continued to advance last week, as volume of output for the period rose to 374,000,000 lbs. from 363,000,000 lbs. for the previous week. A sharp rise in hog slaughter and output of pork helped raise the total volume over last year for the first time since last April. Total output for the same August week last year was 372,000,000 lbs. Cattle slaughter scored a small gain for the week, but numbered smaller than a year ago. Hog kill, up by about 107,000 head for the week, numbered about 150,000 head, or 15 per cent larger than last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD. MILL. IBS.
	Number M's	Production Mill. Ibs.	Number M's	Production Mill. Ibs.	
Aug. 23, 1958	363	194.6	1,172	155.6	
Aug. 16, 1958	358	193.0	1,065	144.5	
Aug. 24, 1957	390	210.0	1,022	132.3	

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. MILL. IBS.
	Number M's	Production Mill. Ibs.	Number M's	Production Mill. Ibs.	
Aug. 23, 1958	101	13.6	239	10.8	374
Aug. 16, 1958	109	15.2	223	10.0	363
Aug. 24, 1957	140	19.0	247	11.1	372

Week Ended	AVERAGE WEIGHT AND YIELD (LBS.)					
	CATTLE		HOGS			
	Live	Dressed	Live	Dressed		
Aug. 23, 1958	975	536	233	133		
Aug. 16, 1958	980	539	236	136		
Aug. 24, 1957	971	538	225	129		

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt. MILL. Ibs.
	Live	Dressed	Live	Dressed	
Aug. 23, 1958	242	135	94	45	38.7
Aug. 16, 1958	249	139	93	45	37.2
Aug. 24, 1957	241	136	95	45	13.5
					31.1

USDA Proposes Grade Change For Slaughter Lambs, Sheep

The U. S. Department of Agriculture has proposed to amend the official grade standards on grades of slaughter sheep and lambs. It was indicated that the proposed changes are intended to co-ordinate the standards for grades of slaughter stock with changes made in standards for grades of lamb, yearling and mutton carcasses in February 1957.

The 1957 changes lowered the quality requirements on Prime and Choice grades, especially on more aged lambs by reducing the emphasis placed on maturity as a grade factor. The range of quality included in the Good grade was proportionately reduced.

Persons wishing to submit data, views, or arguments concerning the proposed amendments may do so by filing them with the director of the livestock division of the Agricultural Marketing Service, U. S. Department of Agriculture, Washington 25, D. C. by September 22, 1958.

Meats Lowest Since April

Meats were among consumer commodities which declined to several-week lows during the week ended August 19, according to the Bureau of Labor Statistics. The wholesale price index on meats at 108.2 was at its lowest since the week ended April 15, and compared with 109.9 the previous week. The average primary market price index declined to 118.8 for its lowest level since February and compared with 119.0 the week before.

EDIBLE OIL SHIPMENTS

Shipments of shortening and edible oils, as reported to the Institute of Shortening and Edible Oils, totaled 373,393,000 lbs. in July. Of this volume, 161,624,000 lbs., or 43.2 per cent were shortening and other hydrogenated oils and 114,959,000 lbs., or 30.7 per cent were salad and cooking oils. Shipments of oleomargarine oils and/or fats totaled 96,810,000. Total edible oil shipments in July of last year were 350,441,000 lbs.

AMI PROVISION STOCKS

Provision stocks as reported to the American Meat Institute totaled 102,400,000 lbs. on August 18. This volume was 22 per cent below the 130,500,000 lbs. in stock a year earlier.

Stocks of lard and rendered pork fat at 28,800,000 lbs. were down 59 per cent from 69,500,000 lbs. in stock about a year earlier.

The accompanying table shows stocks as percentages of holdings two weeks before and a year earlier.

	Aug. 16 stocks as percentages of inventories on	Aug. 10
	Aug. 2 1958	1957
HAMS:		
Cured, S.P.-D.C.	94	73
Frozen for cure, S.P.-D.C.	78	63
Total hams	85	69
PICNICS:		
Cured, S.P.-D.C.	92	71
Frozen for cure, S.P.-D.C.	78	69
Total picnics	84	70
BELLIES:		
Cured, D.S.	94	130
Frozen for cure, D.S.	49	67
Cured, S.P.-D.C.	101	86
Frozen for cure, S.P.-D.C.	68	73
OTHER CURED MEATS:		
Cured and in cure	104	88
Frozen for cure	82	41
Total other	97	69
FAT BACKS:		
Cured, D.S.	104	94
FRESH FROZEN:		
Loins, spareribs, neckbones, trimmings, other—Total	100	88
TOT. ALL PORK MEATS		
TOT. ALL PORK MEATS	87	78
LARD & R.P.F.		
LARD & R.P.F.	112	41

Sodium Cyclamate Approved For All Types of Bacon

Sodium cyclamate now may be used as an artificial sweetener in all types of bacon regardless of the curing ingredient, according to the Meat Inspection Division. The addition of sodium cyclamate in bacon cured with sodium or potassium nitrate was prohibited last January because of a question, since resolved, concerning the possible interaction of the two chemicals when combined.

MID Memorandum No. 263, which supersedes Memo No. 249 (revised) in which the now-removed restriction was announced, reads: "Sodium cyclamate may be added to bacon in an amount not to exceed 0.15 per cent."

"When sodium cyclamate is used in slab bacon, the product shall be branded to show a statement such as 'Sodium Cyclamate, an Artificial Sweetener, Added' prominently and informatively displayed. The labels for bacon and sliced bacon shall bear a similar statement prominently displayed contiguous to the name of product."

PROCESSED MEATS . . . SUPPLIES

July Meat Processing Level Down From Last Year; Total Canning Volume Higher

PROCESSING of meat products under federal inspection in July was down slightly from volume handled in the same period last year. Total volume processed at 1,495,604,000 lbs. compared with 1,502,436,000 lbs. in the 1957 year.

Manufacturers of sausage turned out 163,713,000 lbs. of products as

against 167,590,000 lbs. a year ago. Volume of meat loaves, head cheese, chili, etc. fell a shade to 20,072,000 lbs. from 20,452,000 lbs. in the same five weeks of 1957.

A total of 51,777,000 lbs. of steaks, chops and roasts were prepared during the month, or about 2,500,000 lbs. less than in July last year.

Reflecting to a small extent the larger supply of hogs available, output of rendered lard at 152,848,000 lbs. showed a 3,000,000-lb. gain over that in July 1957. Volume of sliced bacon dropped to 91,112,000 lbs. from 91,780,000 lbs. last year.

Meat products canned in July amounted to 46,287,000 lbs. in the larger containers for a large gain over 33,696,000 lbs. last year, while volume packed in the smaller cans fell slightly to 117,910,000 lbs. from 121,596,000 lbs. in 1957.

MEATS AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—JUNE 28 THROUGH AUGUST 2, 1958 COMPARED WITH CORRESPONDING PERIOD, JUNE 30 THROUGH AUGUST 3, 1957					
	June 29-Aug. 2 1958	June 30-Aug. 3 1957	30 Weeks 1958	31 Weeks 1957	
Placed in cure—					
Beef	13,775,000	15,910,000	95,576,000	98,573,000	
Pork	361,701,000	308,869,000	1,902,470,000	1,976,819,000	
Other	74,000	105,000	551,000	833,000	
Smoked and/or dried—					
Beef	4,353,000	5,652,000	30,862,000	34,085,000	
Pork	216,080,000	226,293,000	1,333,383,000	1,425,934,000	
Cooked Meat—					
Beef	8,114,000	8,342,000	51,066,000	52,104,000	
Pork	24,015,000	26,683,000	164,359,000	181,148,000	
Other	326,000	286,000	1,626,000	2,005,000	
Sausage—					
Fresh finished	16,558,000	16,799,000	126,018,000	135,017,000	
To be dried or semi-dried	12,718,000	14,015,000	75,103,000	82,781,000	
Franks, wiener	71,929,000	72,875,000	399,147,000	407,201,000	
Other, smoked, or cooked	62,510,000	63,901,000	372,744,000	374,808,000	
Total sausage	163,713,000	167,590,000	973,922,000	999,807,000	
Loaf, head cheese, chili,					
Jellied products	20,072,000	20,452,000	121,215,000	124,117,000	
Steaks, chops, roasts	51,777,000	54,211,000	311,102,000	339,510,000	
Meat extract	124,000	162,000	1,291,000	1,463,000	
Sliced bacon	91,112,000	91,780,000	536,355,000	558,272,000	
Sliced, other	26,470,000	23,282,000	148,902,000	130,927,000	
Hamburger	17,949,000	16,260,000	103,527,000	97,513,000	
Miscellaneous meat product	11,103,000	8,431,000	72,983,000	55,222,000	
Lard, rendered	152,848,000	149,620,000	1,084,380,000	1,189,358,000	
Lard, refined	122,385,000	119,511,000	832,248,000	945,008,000	
Oleo stock	5,407,000	7,051,000	36,605,000	49,765,000	
Edible tallow	31,369,000	24,194,000	182,560,000	161,232,000	
Compound containing animal fat	60,673,000	62,571,000	406,673,000	414,230,000	
Oleomargarine containing animal fat	5,664,000	5,148,000	45,397,000	41,711,000	
Canned product (for civilian use and					
Dept. of Defense)	166,506,000	157,984,000	1,279,063,000	1,331,475,000	
Totals*	1,495,604,000	1,502,436,000	9,710,584,000	10,209,098,000	

*These figures represent "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

DOMESTIC SAUSAGE

Pork sausage, bulk, (lcl., lb.)	
in 1-lb. roll, doz.	41 1/2@48%
Pork saus., s.c., 1-lb. pk. 59	@60
Frank., s.c., 1-lb. pk.	60 1/2@74
Frank., skinless,	
1-lb. package	.53 @55
Bologna, ring (bulk)	54 @56
Bologna, art. cas., bulk	45 @48
Bologna, a.c., sliced,	
6-7 oz. pk. doz.	3.13@3.84
Smoked liver h.b., bulk	55 1/2@61
Smoked liver, a.c., bulk	43 @51
Polish saus., smoked	64 @73
New Eng. lunch spec. . . . .	.67 @74
New Eng. lunch spec., sliced, 6-7 oz., doz.	4.00@4.92
Olive loaf, bulk	51 1/2@57.5
O.L., sliced 6-7 oz., doz.	3.27@3.85
Blood, tongue, h.b.	72
Blood, tongue, a.c.	45 1/2
Pepper loaf, bulk	66 1/2@79
P.L., sliced 6-7 oz., doz.	3.35@4.80
Pickle & pimento loaf	48 1/2@55
P.P.&L. loaf, sliced, 6-7 oz., dozen	3.12@3.60

DRY SAUSAGE

(lcl., lb.)

Cervelat, ch. hog bungs	1.07@1.00
Thuringer	64@66
Farmer	91@93
Holsteiner	74@79
Salami, B. C.	98@1.01
Salami, Genoa style	1.11@1.13
Salami, cooked	54@56
Pepperoni	94@96
Sicilian	1.02@1.04
Goteborg	91@93
Mortadella	66@68

SEEDS AND HERBS

(lcl., lb.)	Whole	Ground
Caraway seed	19 1/2	24 1/2
Comino seed	54	60
Mustard seed		
fancy	23	
yellow Amer.	17	
Oregano	44	50
Coriander		
Morocco, No. 1	20	24
Marjoram, French	60	65
Sage, Dalmatian, No. 1	56	64

SPICES

(Basis Chicago, original barrels, bags, bales)	Whole	Ground
Allspice, prime	86	96
Refined	99	101
Chili, pepper	45	
Chili, powder	45	
Cloves, Zanzibar	64	69
Ginger, Jam, unbl.	59	65
Mace, fancy, Banda, S. 3.50	4.00	
West Indies	3.50	
East Indies	3.20	
Pepper:		
Red, No. 1	55	
Cayenne pepper	62	

SAUSAGE CASINGS

(lcl., prices quoted to manufacturers of sausage)		
Beef rounds:	(Per set)	
Clear, 29-35 mm.	1.15@1.25	
Clean, 35-38 mm.	1.05@1.20	
Clear, 35/40 mm.	1.15@1.25	
Clear, 38/40 mm.	1.05@1.20	
Clear, 40/44 mm.	1.30@1.50	
Clear, 44 mm./up	1.95@2.50	
Not clear, 40 mm./dn.	75@ .85	
Not clear, 40 mm./up	85@ .95	
Beef weasands:	(Each)	
No. 1, 24 in./up	14@ .17	
No. 1, 22 in./up	10@ .15	
Beef middles:	(Per set)	
Ex. wide, 2 1/2 in./up	3.50@3.70	
Spec. wide, 2 1/2-2 1/4 in./up	2.60@2.70	
Spec. med. 1 1/2-2 1/4 in./up	1.60@1.75	
Narrow, 1 1/2 in./dn.	1.20@1.35	
Beef bung caps:	(Each)	
Clear, 5 in./up	33@ .38	
Clear, 4 1/2-5 inch	27@ .31	
Clear, 4 1/2-5 inch	18@ .20	
Clear, 3 1/4-4 inch	12@ .15	
Not clear, 4 1/2 inch/up	17@ .20	
Beef bladders, salted:	(Each)	
7 1/2-8 1/2 inch, inflated	18	
8 1/2-9 1/2 inch, inflated	15	
5 1/2-6 1/2 inch, inflated	13@ .14	
Pork casings:	(per hank)	
29 mm./down	4.70@4.80	
29/32 mm.	4.50@4.60	
32/35 mm.	3.50@3.50	
35/38 mm.	3.25@3.30	
38/44 mm.	3.10@3.20	

(per hank)		
29 mm./down	4.70@4.80	
29/32 mm.	4.50@4.60	
32/35 mm.	3.50@3.50	
35/38 mm.	3.25@3.30	
38/44 mm.	3.10@3.20	

HOG bungs: (Each)

Sow, 34 inch cut	62@67	
Export, 34 in. cut	55@59	
Large prime, 34 in.	40@42	
Med. prime, 34 in.	27@29	
Small prime	16@22	
Middles, cap off	60@70	
Hog skips	5@10	
Hog runners, green	19@25	
Sheep casings: (Per hank)		
26/28 mm.	6.10@6.40	
24/26 mm.	5.95@6.25	
22/24 mm.	4.75@5.25	
20/22 mm.	4.00@4.35	
18/20 mm.	2.70@3.35	
16/18 mm.	1.50@2.30	
CURING MATERIALS		
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo. . . .	\$11.98	
Pure refined gran. nitrate of soda	5.65	
Pure refined powdered nitrate of soda	8.05	
Salt, pepper sacked, f.o.b. Chgo. gran, carlots, ton. . . .	30.50	
Rock salt in 100-lb. bags, f.o.b. whse. Chgo. . . .	28.50	
Sugar:		
Raw, 96 basis, f.o.b. N.Y.	6.35	
Refined standard cane gran. basis (Chgo.)	9.05	
Packers' curing sugar, 100-lb. bag, f.o.b. Reserve, L.A., less 2%	8.90	
Dextrose, regular:		
Cereose, (carlots cwt.)	7.46	
Ex-warehouse, Chicago	7.61	

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

Aug. 26, 1958

WHOLESALE FRESH MEATS CARCASS BEEF

Steers, gen. range:	(carcots, lb.)
Prime, 700/800	None quoted
Choice, 500/600	41
Choice, 600/700	41 @42
Choice, 700/800	41 @41 1/2
Good, 500/600	41
Good, 600/700	39
Bull	39
Commercial cow	35 1/2
Canner-cutter cow	33

PRIMAL BEEF CUTS

Prime:	(Lb.)
Rounds, all wts.	51 @52
Trimmed loins,	
50/70 lbs. (lcl)	82 @88
Square chuck,	
70/90 lbs.	36n
Arm chuck, 80/110	34 1/2 @35
Ribs, 25/35 (lcl)	55 @58
Briskets (lcl)	25 1/2 @29
Navels, No. 1	19 @19 1/4
Flanks rough No. 1	19 1/4 @19 1/2
Choice:	
Hindqtrs., 5/800	50 1/2
Foreqtrs., 5/800	33 1/2 @34
Rounds, 70/90 lbs.	50
Trimmed loins, 50/70	
lbs. (lcl)	71 @75
Square chuck,	
70/90 lbs.	36n
Arm chuck, 80/110	34 1/2 @35
Ribs, 25/35 (lcl)	50 @53
Briskets	28 1/2 @29
Navels, No. 1	19 @19 1/4
Flanks rough No. 1	19 1/4 @19 1/2
Good, (all wts.):	
Rounds	48 @49
Sq. chucks	35 @43
Briskets	27 @28
Ribs	47 @49
Loins	67 @60

COW & BULL TENDERLOINS

Fresh J/L	C/O Grade	Froz. C/L
70	Cow, 3/dn.	70
85	Cow, 3/4	80
95	Cow, 4/5	85
1.10	Cow, 5/up	None qtd.
1.10	Bull, 5/up	None qtd.

BEEF HAM SETS

Insidies, 12/up, lb.	.60
Outsides, 8/up, lb.	.56
Knuckles, 7 1/2/up, lb.	.60 Good, all wts.

PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):	Los Angeles Aug. 26	San Francisco Aug. 26	No. Portland Aug. 26
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STEER:

Choice:

Good:

Standard:

COW:

FRESH CALF:

Choice:

Good:

LAMB (Carcass):

Prime:

45-55 lbs.

55-65 lbs.

Choice:

45-55 lbs.

55-65 lbs.

Good, all wts.

MUTTON (Ewe):

Choice, 70 lbs./down

Good, 70 lbs./down

BEEF PRODUCTS

(Frozen, carlots, lb.)

Tongues, No. 1, 100's..	27 1/2n
Tongues, No. 2, 100's..	23
Hearts, regular, 100's..	24 1/2
Livers, regular, 35/50's	19 1/2
Livers, selected, 35/50's	28n
Lips, scalded, 100's..	18n
Lips, unscalded, 100's..	18 1/2n
Tripe, scalded, 100's..	8 1/2n
Tripe, cooked, 100's..	10 1/2n
Melts	8 1/2n
Lungs, 100's	8
Udders, 100's	7

FANCY MEATS

(lcl prices, lb.)

Beef tongue, corned ...	26
Veal breads,	
under 12 oz.	69 1/2
12 oz./up	87
Calf tongues, 1 lb./dn.	20
Oxtails, fresh select ..	19

BEEF SAUS. MATERIALS

FRESH

Canner-cutter cow	(Lb.)
meat, barrels	48
Bull meat, boneless,	
barrels	52 @52 1/2
Beef trimmings,	
75/85%, barrels ..	40
Beef trimmings,	
85/90%, barrels ..	46 1/2
Boneless chuck,	
barrels	48
Beef cheek meat,	
trimmed, barrels ..	35 1/2
Beef head meat, bbls..	34n
Veal trimmings,	
boneless, barrels ..	49 @50

VEAL—SKIN OFF

(lcl carcass prices, cwt.)

Prime, 90/120	\$50.00 @52.00
Prime, 120/150	50.00 @51.00
Choice, 90/120	47.00 @48.00
Choice, 120/150	47.00 @48.00
Good, 90/150	44.00 @46.00
Com'l 90/190	40.00 @41.00
Utility, 90/190	37.00 @39.00
Cull, 60/125	32.00 @34.00

CARCASS LAMB

(lcl prices, cwt.)

Prime, 30/45	\$50.00 @53.00
Prime, 45/55	50.00 @53.00
Prime, 55/65	None quoted
Choice, 30/45	48.50 @52.00
Choice, 45/55	48.50 @52.00
Choice, 55/65	47.00 @51.00

VEAL AND CALF CUTS:

(lcl prices, cwt.)

Week ended Aug. 23	9,097
Week previous	8,908
LAMB:	
Week ended Aug. 23	28,266
Week previous	24,696
MUTTON:	
Week ended Aug. 23	489
Week previous	461
HOG AND PIG:	
Week ended Aug. 23	9,197
Week previous	8,716
BEEF CUTS:	
Week ended Aug. 23	162,876
Week previous	282,803
VEAL AND CALF CUTS:	
Week ended Aug. 23	3,000
Week previous	3,000
LAMB AND MUTTON:	
Week ended Aug. 23	605
Week previous .....	...
PORK CUTS:	
Week ended Aug. 23	681,741
Week previous	852,064
BEEF CURED:	
Week ended Aug. 23	535,536
Week previous	439,069
PORK CURED AND SMOKED:	
Week ended Aug. 23	207,408
Week previous	194,568
COUNTRY DRESSED MEAT:	
VEAL:	
Week ended Aug. 23	406
Week previous	939
HOGS:	
Week ended Aug. 23	121
Week previous	99
LAMB:	
Week ended Aug. 23	4
Week previous	3

VEAL CARC., LB.: West, Local

Prime, 90/150

 n.q. 53@54

 Choice, 60/150

 51@53 50@53

 Good, 50/90

 48@50 47@49

 Good, 90/150

 49@51 48@50

LAMB CARC., LB.: West, Local

Prime, 30/45

 n.q. 53@56

 Prime, 45/55

 n.q. 53@55

 Choice, 45/55

 51@53 53@55

 Choice, 55/65

 49@51 n.q.

 Good, 30/45

 50@51 51@53

NEW YORK

Aug. 26, 1958

WHOLESALE FRESH MEATS BEEF CARCASSES, CUTS

Steer: (Non-locally dr., cwt.)

Prime, carc., 6/700 \$48.00 @50.00

Prime, carc., 7/800 49.00 @50.00

Choice, carc., 6/700 43.50 @46.50

Choice, carc., 7/800 43.50 @46.00

Good, carc., 6/700 42.00 @43.50

Good, carc., 7/800 42.00 @43.50

Hinds., pr., 6/700 56.00 @61.00

Hinds., pr., 7/800 56.00 @61.00

Hinds., ch., 6/700 54.00 @57.00

Hinds., ch., 7/800 54.00 @57.00

Hinds., gd., 6/700 51.00 @53.00

Hinds., gd., 7/800 51.00 @53.00

Oxtails, 3/4-lb. frozen

PORK AND LARD . . . Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Carlot basis, Chicago price zone, Aug. 27, 1958)

SKINNED HAMS

F.F.A. or fresh	Frozen	F.F.A. or fresh	Frozen
40%b	10/12	34½%	34½%
40%	12/14	40%	34½%
40%	14/16	40%	34½@35
46a	16/18	46a	34½@35
46a	18/20	46a	34½@35
43a	20/22	43a	34
37½	22/24	37½	34
36½	24/26	36½	34
36½	25/30	36½	34
36½	25/up, 2's in.	36½	34

PICNICS

F.F.A. or fresh	Frozen	Branding quality	D.S. Bellies
26%	4/6	26½	
26@26%	6/8	26@26%	
27n	8/10	27n	
27n	10/12	27n	
27n	12/14	27n	
27n	8/up, 2's in.	27n	

FAT BACKS

Frozen or fresh	Cured	Job Lot	Car Lot
10½n	6/8	12n	47½
11½n	8/10	12½	40½n
13n	10/12	14	37
13½n	12/14	14½	36
14n	14/16	15n	36
14½n	16/18	15½	35n
14½n	18/20	15½	35n
14½n	20/25	15½	28½

OTHER CELLAR CUTS

Frozen or fresh	Cured
17... Square Jowlis, boxed	n.q.
14a... Jowl Butts, loose	17n
14½n Jowl Butts, boxed	n.q.

LARD FUTURES PRICES

NOTE: Add ½¢ to all price quotations ending in 2 or 7.

FRIDAY, AUG. 22, 1958

	Open	High	Low	Close	
Sept. 12.75	12.75	12.65	12.65	12.65	
Oct. 12.15	12.15	12.00	12.00	12.00	
Nov. 11.60	11.60	11.50	11.50	11.50	
Dec. 11.55	11.60	11.37	11.37	11.37	
Jan. 11.02	11.02	10.97	10.97	10.97	

Sales: 2,160,000 lbs.
Open interest at close Thurs., Aug. 21; Sept. 26, Oct. 102, Nov. 88, and Dec. 115 lots.

MONDAY, AUG. 25, 1958

	Sept. 12.70	13.02	12.65	12.90	(lcl, lb.)
Open				-82	
Sept. 12.75	12.75	12.65	12.65	12.65	
Oct. 12.15	12.15	12.00	12.00	12.00	
Nov. 11.60	11.60	11.50	11.50	11.50	
Dec. 11.55	11.60	11.37	11.37	11.37	
Jan. 11.02	11.02	10.97	10.97	10.97	

Sales: 2,320,000 lbs.
Open interest at close Fri., Aug. 22; Sept. 26, Oct. 99, Nov. 93, Dec. 126, and Jan. six lots.

TUESDAY, AUG. 26, 1958

	Sept. 12.95	13.00	12.90	12.90b	
Open				-12	
Sept. 12.95	12.95	12.27	12.10	12.10	
Oct. 11.70	11.70	11.62	11.62	11.62a	
Nov. 11.47	11.50	11.32	11.32	11.32	

Sales: 2,160,000 lbs.
Open interest at close Mon., Aug. 25; Sept. 27, Oct. 100, Nov. 93, Dec. 122, and Jan. nine lots.

WEDNESDAY, AUG. 27, 1958

	Sept. 12.90	13.00	12.80	12.17	
Oct. 12.10	12.20	12.10	12.20	12.20	
Nov. 11.60	11.70	11.60	11.70	11.70	
Dec. 11.30	11.40	11.30	11.40	11.40	
Jan. 11.07	11.17	11.07	11.07	11.07	

Sales: 2,160,000 lbs.
Open interest at close Tues., Aug. 26; Sept. 27, Oct. 108, Nov. 87, Dec. 128, and Jan. 11 lots.

THURSDAY, AUG. 28, 1958

	Sept. 13.00	13.00	12.70	12.90a	
Oct. 12.30	12.35	12.25	12.30	12.30	
Nov. 11.30	11.35	11.32	11.35	11.35a	
Dec. 11.42	11.70	11.42	11.70		
Jan. 11.20	11.60	11.20	11.60		

Sales: 6,000,000 lbs.
Open interest at close Wed., Aug. 27; Sept. 27, Oct. 114, Nov. 93, Dec. 129, and Jan. 11 lots.

CHGO. FRESH PORK AND PORK PRODUCTS

Aug. 26, 1958

		(lcl, lb.)
Hams, skinned, 10/12...		43
Hams, skinned, 12/14...		43
Hams, skinned, 14/16...		43
Picnics, 4/lb. fiber...		27½
Picnics, 6/8 lbs...		27½
Pork loins, boneless...		65
Shoulders, 16/dn., loose...		34
(Job lots, lb.)		
Pork livers ...	20	@21
Tenderloins, fresh, 10's	83	@85
Neck bones, bbls...	11	
Ears, 30's ...	12	
Feet, s.c., bbls...	7	@8

CHGO. PORK SAUSAGE MATERIALS—FRESH

(To sausage manufacturers, in job lots only)

Pork trimmings		
40% lean, barrels...		23
Pork trimmings		
50% lean, barrels...		24
Pork trimmings		
80% lean, barrels...		44
Pork trimmings		
95% lean, barrels...		49
Pork head meat...		36
Pork cheek meat, barrels...		42

FACKERS' WHOLESALE LARD PRICES

Refined lard, drums, f.o.b.

Chicago \$16.75

Barrels, 50-lb. fiber

cubes, f.o.b. Chicago 17.25

Kettle rendered, 50-lb. tins, f.o.b. Chicago 17.75

Lard flakes, f.o.b. Chicago 17.75

Neutral drums, f.o.b. Chicago 18.50

Standard shortening, N. & S. (del.) 18.25

Hydro. shortening, N. & S. 20.25

WEEK'S LARD PRICES

P.S. or Dry Ref. in

D. R. read. 50-lb. tins

terceres (Open (Open

(Bd. Trade) Mkt.) Mkt.)

Aug. 21. 13.50n 13.00 15.62½n

Aug. 25. 13.50n 13.00a 15.62½n

Aug. 26. 13.50n 12.50 15.25n

Aug. 27. 13.50n 12.50n 15.25n

Aug. 28. 13.50n 12.50n 15.25n

n—nominal, n—asked, b—bid.

HOG MARGINS CONTINUE TO IMPROVE

(Chicago costs, credits and realizations for Monday and Tuesday)

Live hog prices, averaging about \$1.25 lower than last week contributed decidedly to the upward movement of cut-out margins. Margins were at the best in months, with those on lightweights just on the borderline of positive and negative. Markdowns on pork were also considerable.

180-220 lbs.— 220-240 lbs.— 240-270 lbs.—

Value Value Value

per per per

cwt. cwt. cwt.

alive yield alive yield alive yield

Lean cuts \$18.37 \$18.53 \$12.50

Fat cuts, lard 6.23 9.00 6.54

Ribs, trimmings, etc. 2.50 3.62 2.32

Cost of hogs \$18.37

Condemnation loss10

Handling, overhead 2.03

TOTAL COST 21.50

Cutting margin 21.50

Margin last week20

Margin last week20

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BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

(F.O.B. Chicago, unless otherwise indicated)
Wednesday, Aug. 27, 1958

BLOOD

Unground per unit of ammonia, bulk 7.25n

DIGESTER FEED TANKAGE MATERIALS

Wet rendered, unground, loose:

Low test	8.50n
Med. test	8.25n
High test	8.00n

PACKINGHOUSE FEEDS

Carlots, ton	
50% meat, bone scraps, bagged	\$105.00@117.50
50% meat, bone scraps, bulk	102.50@105.00
60% digester tankage, bagged	107.50@120.00
60% digester tankage, bulk	105.00@107.50
80% blood meal bagged	130.00@145.00
Steam bone meal, 50-lb. bags, (specifically prepared)	92.50
60% steam bone meal, bagged	75.00

FERTILIZER MATERIALS

Feather tankage, ground	
per unit of ammonia	*5.75@6.00
Hoof meal, per unit ammonia	*6.50@6.75

DRY RENDERED TANKAGE

Low test, per unit prot.	2.00n
Medium test, per unit prot.	1.90n
High test, per unit prot.	1.85n

GELATINE AND GLUE STOCKS

Bone stock (gelatine), ton	28.00
Cattle jaws, feet (non-gel.), ton	12.00@16.00
Trim bone, ton	15.00@20.00
Pigskins (gelatine, cwt.)	7.50
Pigskins (rendering), piece	15@25

*Deli'd to c.a.f. Midwest, n—nominal, a—asked.

ANIMAL HAIR

Winter coil dried, per ton	None quoted
Summer coil dried, per ton	+25.00@30.00
Cattle switches, per piece	2½@3½
Winter processed (Nov.-March)	
gray, lb.	10n
Summer processed (April-Oct.)	
gray, lb.	5@6n

21c 'Package' Granted by Burns, Swift-Canadian Co.

Two more major Canadian packers have reached an agreement with the United Packinghouse Workers of America (CLC) providing a 21c-an-hour package increase over a 20-month period, the union announced.

Adopted first by Canada Packers, Ltd., the agreement also has been approved by Burns & Co., Ltd., and Swift-Canadian Co., Ltd. In addition, 20 smaller packing companies are expected to accept the new terms, the UPWA said.

The package increase includes an immediate across-the-board wage boost of 9c an hour, retroactive to August 1; an additional wage hike of 5c an hour to become effective next August 1, and improved fringe benefits amounting to approximately 7c an hour. The fringe benefits will include four weeks of vacation, beginning next April 1, for employees with 25 years of service.

The new contracts also grant an additional wage increase of 5c an hour for women, retroactive to August 1, and provide for semi-annual cost-of-living wage adjustments, beginning August 1, 1959. The job bracket differential is increased from 3c to 3½c.

TALLOWS and GREASES

Wednesday, August 27, 1958

"Status quo" best described the inedible tallow and grease market late last week. The edible tallow market, however, was inclined to some easiness, with some product available at 10¾c, f.o.b., River points. Last sales were recorded at 11c. Quick shipment material was bid at 11½@11¾c, c.a.f. Chicago, but was held at 11¾c.

No significant price changes were registered on special tallow in the Midwest. A large consumer reportedly bid 7¾c, c.a.f. Chicago, with some dealer interest at ¾c higher. Yellow grease was bid at 6¾@6¾c, also c.a.f. Chicago.

A good movement of edible tallow was reported at the start of the new week. Product changed hands at 10¾@10¾c, f.o.b. River points, and some also moved on private terms off the River. Some trades were also made at 10¾@10¾c, f.o.b. far western points, moving to the West Coast. Additional tanks sold at 11¾@11¾c, c.a.f. Chicago, and Chicago basis.

A few tanks of choice white grease, all hog, sold at 8¾c, c.a.f. New York. Hard body bleachable fancy tallow was offered at 8¾c, same destination, with bids of 8½c. The midwest market was very quiet, with buyers and sellers fractionally apart as to their ideas. A tank of regular production bleachable fancy tallow traded at 8½c, c.a.f. East, quick shipment.

Hard body bleachable fancy tallow traded at midweek at 8½c, c.a.f. New York. Regular production was bid at 8¾c, also c.a.f. East, with material available at a higher price. The edible tallow market was quiet. Buyers and sellers were fractionally apart. Choice white grease, all hog, was bid at 8½c, delivered East, but was held at 8¾c. The midwest market was extremely quiet. Bleachable fancy tallow was bid at 7¾c, special tallow at 7¾@7¾c, and yellow grease at 6¾@6¾c, all c.a.f. Chicago. Special tallow was bid at 7¾@7¾c, and yellow grease at 7¾@7¾c, c.a.f. East, product considered. Edible tallow sold at 10¾c, f.o.b. far western point, and moving to the coast.

TALLOWS: Wednesday's quota-

FAR-ZUPERIOR Products

designed especially for Locker Operators, Small Packers and Slaughterers

Hog Dehairer



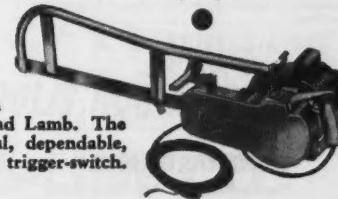
The Intel Hog Dehairer is a strong, compact unit . . . enables the operator to handle the dehairing operation with a minimum of time and effort. Easy to add related equipment such as Killing and Bleeding Rail, Shackles and Throw-In, Electric Hoist, Scalding Tank, Thermometer, and Gambrelling Table.

Send for folder.

Splitting SAW

Here is one of the finest Splitting Saws on the market . . . for Beef, Hogs, Veal, and Lamb. The "Far-Zuperior" is well-balanced, powerful, dependable, low-priced. Splash-proof motor. Safety trigger-switch.

Get full details.



THE PICKWICK COMPANY

Manufacturers of
FAR-ZUPERIOR Products

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- Gambrelling Tables
- Bleeding Rails
- Scalding Tanks
- Knocking Pens
- Splitting Saws
- Hog & Poultry Singers
- Dial Thermometers

HIDES AND SKINS

tions: edible tallow, 10%@10%sc, f.o.b. River, and 11%@11%sc, Chicago basis; original fancy tallow, 8c; bleachable fancy tallow, 7½c; prime tallow, 7½c; special tallow, 7½c; No. 1 tallow, 7c; and No. 2 tallow, 6c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 7½c; B-white grease, 7½c; yellow grease, 6¾c; house grease, 6¼c; and brown grease, 5¾c. Choice white grease, all hog was quoted at 8¾c asked, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Aug. 27, 1958

Dried blood was quoted today at \$6.50 per unit of ammonia. Low test wet rendered tankage was listed at \$7 per unit of ammonia and dry rendered tankage was priced at \$1.60 @ \$1.70 per protein unit.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, AUG. 22, 1958

	Open	High	Low	Close	Prev. close
Sept.	13.02b	13.13	12.85	12.89	13.05b
Oct.	13.17b	13.23	12.96	12.92b	13.17
Dec.	13.34	13.35	13.03	13.08	13.28
Jan.	13.30b	13.34	13.20	13.05b	13.25b
Mar.	13.41b	13.47	13.17	13.21b	13.39b
May	13.44	13.47	13.23	13.26	13.43b
July	13.35b	13.38	13.20	13.16b	13.39
Sept.	13.35b	13.38	13.20	12.80a	12.75b
Sales:	361 lots.				

MONDAY, AUG. 25, 1958

	Open	High	Low	Close	Prev. close
Sept.	12.95	13.03	12.89	12.91b	12.89
Oct.	13.11	13.11	13.05	12.96b	12.92b
Dec.	13.20	13.21	13.12	13.18b	13.18
Jan.	13.15b	13.18	13.05	13.10b	13.05b
Mar.	13.36	13.36	13.25	13.30	13.21b
May	13.35	13.35	13.27	13.34	13.26
July	13.15b	13.33	13.25	13.28b	13.16b
Sept.	13.35b	13.38	13.20	12.50b	12.80a
Sales:	148 lots.				

TUESDAY, AUG. 26, 1958

	Open	High	Low	Close	Prev. close
Sept.	12.91	13.05	12.90	13.05	12.89
Oct.	13.00b	13.16	13.08	13.16	12.96b
Dec.	13.14	13.25	13.12	13.25	13.18b
Jan.	13.10b	13.20	13.10	13.25b	13.10b
Mar.	13.31	13.40	13.30	13.40	13.30
May	13.31	13.40	13.30	13.40	13.30
July	13.25b	13.38	13.25	13.36	13.28b
Sept.	13.25b	13.38	13.25	12.50b	12.50b
Sales:	265 lots.				

WEDNESDAY, AUG. 27, 1958

	Open	High	Low	Close	Prev. close
Sept.	12.95	13.15	12.93	13.15b	13.05
Oct.	13.06b	13.23	13.05	13.20b	13.16
Dec.	13.20b	13.35	13.15	13.35	13.25
Jan.	13.20b	13.35	13.15	13.35b	13.25b
Mar.	13.40	13.48	13.31	13.48b	13.40
May	13.40b	13.49	13.39	13.49	13.41
July	13.30b	13.45	13.45	13.45	13.36
Sept.	13.30b	13.45	13.45	12.75b	12.25b
Sales:	371 lots.				

VEGETABLE OILS

Wednesday, Aug. 27, 1958

	Crude cottonseed oil, f.o.b.	
Valley	11½@ 1%	
Southeast	11½pd	
Texas	10%@ 1%	
Corn oil & tanks, f.o.b. mills	12½pd	
Soybean oil, f.o.b. Decatur	9½pd	
Coconut oil, f.o.b. Pacific Coast	14½pd@ 1%	
Peanut oil, f.o.b. mills	14½pd@ 1%	
Cottonseed foot:		
Midwest and West Coast	1½@ 1%	
East	1½@ 1%	

OLEOMARGARINE

Wednesday, Aug. 27, 1958

	White dom, vegetable (30-lb. cartons)	26
Yellow quarters (30-lb. cartons)		27
Milk churned pastry (750 lbs., 30's)		23½
Water churned pastry (750 lbs., 30's)		22½
Bakers drums		19½

OLEO OILS

Wednesday, Aug. 27, 1958

	Prime oleo stearine (slack barrels)	12%
Extra oleo oil (drums)		17%@ 17%
Prime oleo oil (drums)		17%@ 17%

n—nominal, a—asked, b—bid, pd—paid.

Packer hides slow, with fractional declines on some selections — Small packer and country hides draggy and mostly nominally steady — Nominal quotations on most calfskins and kip-skins — Sheepskins steady, with undertone strong.

CHICAGO

PACKER HIDES: Hide sales tapered off late last week after the moderate movement through mid-week at steady to ½c advances. An estimated 100,000 hides traded last week. Late Monday, light native steers sold at 15½c, Iowa point, and heavy Northern native steers moved at 12½c. Heavy, light and branded cows were bid at steady levels, and heavy native steers were bid ½c off at 12c for Rivers.

Tuesday was quiet, with heavy and branded cows offered at steady prices and heavy native steers and butt-brands offered at ½c lower. Wednesday brought a spurt in sales at steady to ½c lower prices. An estimated 50,000 hides moved. Heavy native steers sold ½c off at 12c River, and at 12½c low freight points. Light native steers sold at 15½c River. Branded steers sold ½c off, butt-brands and Colorados at 10c and 9c, respectively. Heavy cows sold at 13½c River, and light cows sold at 15c, 15½c, and 17½c, depending on points. Branded cows brought 12c Chicago and River.

SMALL PACKER AND COUNTRY HIDES: Trading appeared to be very draggy, but prices were steady. The 60/62-lb. natives were listed at 11c nominal, and the 50/52's were quoted nominally at 13c, with branded bringing about ½c less. The 50/52 locker-butchers were quoted at 10@10½c, 48/50-lb. renderers at 8½@9c, and No. 3's at 6½@7c.

CALSKINS AND KIPSKINS: In a quiet market, calf and kip-skins were nominally steady with last week. Lightweight Northern calfskins were listed at 47½c nominal, and heavies at 50c nominal. Regular production kip-skins were quoted nominally at 37c, and overweights were listed at 33c nominal. Small packer, all weight calfskins were quoted at 38@40c nominal, and kip-skins at 28@30c.

SHEEPSKINS: The shearling market was unchanged from previous week, with buying interest only fairly aggressive. Some major packers contend that the short supply may force prices upward. No. 1 shearlings were

quoted at 1.00@1.85, the outside price on Southwestern stock for mountain users. Midwestern-River No. 1's were listed at 1.00@1.25, No. 2 shearlings at .50@.65, and No. 3's at .30@.40. Fall clips ranged from 1.75@2.25, and dry pelts were .18.

CHICAGO HIDE QUOTATIONS

	PACKER HIDES		
	Wednesday,	Cor. date	
	Aug. 27, 1958	1957	
Lgt. native steers	15½@16	16	@16½
Hvy. nat. steers	12@12½	13½@14	
Ex. lgt. nat. steers	10	20m	
Butt-brand. steers	10	10½	
Colorado steers	9	10	
Hvy. Texas steers	10m	11n	
Light Texas steers	13½@14	13n	
Ex. lgt. Texas steers	16½@17	17n	
Hvy. native cows	13½@14	13	@14
Light. nat. cows	15@17½	15½@18	
Branded cows	12@13	12@13	
Native bulls	7½@8½	8	@9n
Branded bulls	6½@7½	7	@8n
Calfskins:			
Northerns, 10/15 lbs.	50n	42½@45n	
10 lbs./down	47½n	35@37½	
Kips, Northern native,			
15/25 lbs.	37n	33n	

SMALL PACKER HIDES

	STEERS AND COWS:		
	60 lbs. and over	11n	10n
	50 lbs.	13n	12½@13

SMALL PACKER SKINS

	CALFSKINS		
	Calfskins, all wts.	.38@40	27@29n
	Kips, all wts.	.28@30	23@24n
	SHEEPSKINS		
	Packer shearlings:		
No. 1	1.00@1.85	2.00@3.00n	
No. 2	.50@.65	1.75@1.90	
Dry Pelts		18n	27@29n
Horseshides, untrm.	.70@.75	8.00@8.25n	
Horseshides, trim.	.65@.70	7.25@7.50n	

N.Y. HIDE FUTURES

FRIDAY, AUG. 22, 1958

	Open	High	Low	Close
Oct.	12.00b	12.00	12.00	25a
Jan.	12.00	12.15n	12.15n	
Sales:	none.			
Oct.	12.76	12.76	12.75	12.70b 76a
Jan.	12.80b	12.80b	12.80b	95a
Apr.	12.91b	12.91b	12.92b	13.04a
July	13.00b	13.00b	13.00b	13.02b 20a
Oct.	13.00b	13.00b	13.00b	13.15b 41a
Sales:	two lots.			

MONDAY, AUG. 25, 1958

	Open	High	Low	Close
Oct.	11.90b	11.90b	11.90b	12.50a
Jan.	12.05n	12.05n	12.05n	
Sales:	none.			
Oct.	12.60b	12.60b	12.60b	13.10a
Jan.	12.75b	12.75b	12.75b	13.15a
Apr.	12.90b	12.90b	12.90b	13.25a
July	13.02	13.02	13.02	45a
Oct.	13.15b	13.15b	13.15b	65a
Sales:	none.			

TUESDAY, AUG. 26, 1958

	Open	High	Low	Close
Oct.	12.10b	12.10b	12.05	11.90b-12.00a
Jan.	12.25n	12.25n	12.25n	
Sales:	two lots.			
Oct.	12.60b	12.65	12.60	12.65-60
Jan.	12.70b	12.85	12.85	12.85
Apr.	12.90b	12.90	12.85	12.90-85
July	13.05b	13.05b	13.00b	10a
Oct.	13.20b	13.20b	13.10b	30a
Sales:	ten lots.			

THURSDAY, AUG. 28, 1958

	Open	High	Low	Close
Oct.	11.90b	12.05	11.90b-12.10a	
Jan.	12.05n	12.05n	12.05n	
Sales:	none.			
Oct.	12.50b	12.50b	12.45b	70a
Jan.	12.70b	12.85	12.85	12.85
Apr.	12.70b	12.90	12.90	12.85b-90a
July	12.75b	12.75b	12.75b	12.95b-13.10a
Oct.	12.75b	12.75b	13.05b	30a
Sales:	18 lots.			

NOTE: Upper series of months each day old contracts; lower series, new contracts.

LIVESTOCK MARKETS...Weekly Review

August Range Cattle, Calves In Best Flesh Since 1950

Western range cattle and calves early in August were in the best condition since 1950, it has been reported. Grazing conditions, which declined early in July, improved later in the month. However, the situation varies from one area to another. Range feed conditions are generally good east of the Continental Divide, except in southern Texas and eastern New Mexico, where they are fair. Range feed is still poor in parts of Montana and North Dakota.

The outlook for fall and winter grazing is excellent in the Central Plains area from South Dakota down through the Texas Panhandle, where present range and pasture forage is the best in years. The wheat pasture season promises to be the best in a long time for fall and winter grazing.

Range feed deteriorated in July in most areas west of the Divide, except in California. Grazing conditions are only fair in Washington, Nevada, Utah, Arizona, the western slope of Colorado and in the northwestern part of New Mexico. The reported condition of cattle on August 1 at 88 per cent compared with 88 per cent a month earlier, 87 per cent last year and the average of 84 per cent.

STEERS, HEIFERS AT 7 CENTERS

Steers and heifers sold out of first hands for slaughter at seven markets in July 1958, number of head, average costs of each grade are shown below as follows:

	STEERS	HEIFERS
	Head Cost, cwt.	Head Cost, cwt.
Prime	11,717	\$28.90
Choice	190,232	26.57
Good	157,454	25.19
Standard	17,564	23.29
Com'l	41	23.50
Utility	2,568	21.83
All grades	379,371	25.92

20.25

25.53

SALABLE LIVESTOCK AT 12 MARKETS IN JULY

	CATTLE	JULY 1958	JULY 1957
Chicago	202,291	212,381	
Cincinnati	17,666	21,115	
Denver	44,745	41,669	
Fort Worth	33,606	65,758	
Indianapolis	33,622	42,572	
Kansas City	72,823	84,508	
Oklahoma City	42,010	79,474	
Omaha	186,028	163,666	
St. Joseph	62,187	66,473	
St. Louis NSY	64,998	91,477	
Sioux City	120,616	107,348	
S. St. Paul	93,745	99,810	
Totals	953,867	1,081,951	

	CALVES	JULY 1958	JULY 1957
Chicago	2,890	6,068	
Cincinnati	3,853	5,069	
Denver	438	1,613	
Fort Worth	10,693	16,624	
Indianapolis	3,452	4,829	
Kansas City	4,305	8,671	
Oklahoma City	5,816	10,146	
Omaha	1,806	3,704	
St. Joseph	2,124	4,590	
St. Louis NSY	11,252	20,638	
Sioux City	5,013	7,174	
S. St. Paul	19,071	25,841	
Totals	68,933	115,057	

	HOGS	JULY 1958	JULY 1957
Chicago	136,618	139,704	
Cincinnati	48,116	55,008	
Denver	9,375	10,361	
Fort Worth	8,068	13,118	
Indianapolis	148,549	178,706	
Kansas City	50,449	59,547	
Oklahoma City	19,528	11,917	
Omaha	184,041	116,997	
St. Joseph	91,265	89,253	
St. Louis NSY	205,410	237,206	
Sioux City	108,030	73,611	
S. St. Paul	186,602	184,420	
Total	1,143,351	1,169,377	

	SHEEP AND LAMBS	JULY 1958	JULY 1957
Chicago	28,728	20,532	
Cincinnati	9,651	13,306	
Denver	33,412	41,776	
Fort Worth	29,606	43,742	
Indianapolis	16,800	17,627	
Kansas City	28,240	37,206	
Oklahoma City	9,091	14,419	
Omaha	28,149	50,302	
St. Joseph	22,784	32,574	
St. Louis NSY	25,453	32,518	
Sioux City	25,288	18,936	
S. St. Paul	20,731	14,226	
Totals	283,938	337,884	

See Rise In Cattle Count

A cattle count of about 95,700,000 head is anticipated for January 1, 1959, according to the American Meat Institute. If the preliminary estimate materializes, the cattle population will have increased by about 1,700,000 head over a year earlier.

June U.K. Livestock Count Shows Gain In All Species

A United Kingdom census of livestock in England and Wales completed in June showed increases in numbers of all meat animals over last year. The June cattle count of 8,193,000 head compared with 8,130,000 last year and 8,253,000 in the same month two years ago.

The June sheep population of 17,322,000 head was about 8 per cent above the 16,006,000 recorded last year and about 14 per cent larger than two years ago. The hog count at 5,285,000 head represented a 11 per cent rise over last year's 4,759,000 head in June and compared with 4,389,000 head two years ago.

U.S. LIVESTOCK IMPORTS

Number of cattle and calves from Canada and Mexico passed for entry into the United States, Jan.-June 1958-57, as reported by the USDA:

Month	Canada		Mexico	
	1958	1957	1958	1957
Jan.	58,831	1,901	54,810	19,111
Feb.	35,534	2,771	52,018	20,182
Mar.	59,800	3,927	39,712	31,357
Apr.	28,128	6,896	59,708	35,118
May	20,848	11,062	53,171	35,256
Totals	282,058	36,891	282,113	155,274

Note: During the first six months this year 17,374 sheep and 2,000 hogs were also passed for entry from Canada compared with 5,587 sheep and 350 hogs in the same period of 1957.

Hide Survey Team To Japan

A hide survey team is scheduled to leave for Japan in September to see if anything can be done to expand the market for United States hides and skins. U. S. exports of hides and skins in the first six months of 1958 numbered about 5,453,000 pieces. This was a drop from 5,580,000 pieces in the same period last year. Japan is traditionally one of our largest hide customers.

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, August 23, 1958, as reported to the NATIONAL PROVISIONER:

CHICAGO

Armour, 6,094 hogs; shippers 11,838 hogs; and others, 15,751 hogs. Totals: 23,795 cattle, 294 calves, 33,683 hogs and 4,208 sheep.

KANSAS CITY

Cattle Calves Hogs Sheep

Armour, 1,931 211 2,081 768 Swift, 2,663 497 3,388 1,697 Wilson, 1,046 4 4,228 ... Butchers, 2,969 126 ... Others, 1,917 5,312 ...

Totals 10,526 708 15,135 2,465

OMAHA

Cattle & Calves Hogs Sheep

Armour, 6,134 7,033 2,300 Cudahy, 3,263 5,982 1,532 Swift, 3,828 6,299 2,500 Wilson, 3,168 5,006 1,110 Neb. Beef, 703 ... Am. Stores, 1,122 ... Cornhusker, 829 ... O'Neill, 1,011 R. C, 1,032 ... Gr. Omaha, 718 Rothchild, 1,667 ... Roth, 1,667 ... Kingman, 968 ... Omaha, 498 ... Union, 878 ... Others, 889 7,208 ...

Totals 27,175 31,528 7,442

N. B. YARDS

Cattle Calves Hogs Sheep

Armour, 1,703 434 7,037 Swift, 2,219 1,134 12,617 1,654 Hunter, 914 1,550 ... Hell, 1,670 ... Krey, 5,825 ...

Totals 4,836 1,568 28,699 1,654

ST. JOSEPH

Cattle Calves Hogs Sheep

Swift, 3,195 114 12,161 2,091 Armour, 2,788 50 5,217 1,098 Seitz, 926 ... Others, 3,522 ...

Totals* 10,431 164 19,922 3,941

*Do not include 452 cattle, 21 calves, 4,060 hogs and 1,594 sheep direct to packers.

SIOUX CITY

Cattle Calves Hogs Sheep

Armour, 3,562 4,895 1,641 Swift, 3,508 4,684 1,679 S.C. Dr. Beef, 4,647 ... S.C. Dr. Pork, 6,548 ... Raskin, 1,040 ... Butchers, 424 ... Others, 8,401 1 12,806 1,282

Totals 21,672 1 28,973 4,602

WICHITA

Cattle Calves Hogs Sheep

Cudahy, 1,004 65 3,012 Dunn, 107 ... Dold, 63 ... Excel, 695 ... Swift, 1,464 ... Others, 1,464 ...

Totals 3,333 65 3,610 2,685

OKLAHOMA CITY

Cattle Calves Hogs Sheep

Armour, 632 16 369 27 Wilson, 1,163 68 1,127 413 Others, 2,156 157 1,117 23

Totals* 3,933 241 2,604 463

*Do not include 660 cattle, 83 calves and 5,803 hogs direct to packers.

LOS ANGELES

Cattle Calves Hogs Sheep

Cudahy, 534 ... Ideal, 629 ... Atlas, 504 ... West, 431 ... Clough's, 266 ... United, 443 1 214 ... Century, 239 ... Acme, 206 ... Star, 180 ... Goldring, 178 ... Harmon, 176 ... Coast, 154 ... Others, 764 164 115 ...

Totals 3,924 165 1,232 ...

DENVER				
	Cattle	Calves	Hogs	Sheep
Armour	208	...	5,222	
Swift	1,275	35	2,332	6,303
Cudahy	1,684	12	4,284	
Wilson	779	...	11,561	
Others	6,690	28	522	466
Totals	9,636	75	7,338	23,555

ST. PAUL				
	Cattle	Calves	Hogs	Sheep
Armour	5,607	957	14,966	1,568
Bartusch	1,216	...	...
Rifkin	836	14	...	
Superior	1,497	...	...
Swift	5,820	1,262	29,878	2,997
Others	4,435	1,371	10,984	1,180
Totals	19,411	3,604	55,829	5,745

FORT WORTH				
	Cattle	Calves	Hogs	Sheep
Armour	478	449	829	125
Swift	872	764	1,113	1,598
City	538	6	...	
Rosenthal	65	6	...	
Totals	1,953	1,225	1,942	1,723

CINCINNATI				
	Cattle	Calves	Hogs	Sheep
Gall	...	...	...	295
Schlachter	185	45	...	
Others	3,901	787	11,832	1,777
Totals	4,080	832	11,832	2,072

TOTAL PACKER PURCHASES				
	Week ended	Some	Prev. week	Aug. 23 week 1957
Cattle	144,731	147,100	154,051	
Hogs	242,326	226,739	207,795	
Sheep	60,555	45,380	51,719	

CORN BELT DIRECT TRADING

Des Moines, Aug. 27—

Prices on hogs at 14 plants and about 30 concentration yards in interior Iowa and southern Minnesota, as quoted by the USDA:

Barrows, gilts, U.S. No. 1-3: 180/200 lbs. \$16.75@19.10 200/220 lbs. 18.50@19.50 220/240 lbs. 18.25@19.50 240/270 lbs. 17.95@19.20 270/330 lbs. 17.50@18.85 Sows, U.S. No. 1-3: 270/330 lbs. 17.75@18.85 330/400 lbs. 17.00@18.35 400/550 lbs. 15.35@17.35

Corn Belt hog receipts, as reported by the USDA:

This week	Last week	Last year
est.	actual	actual
Aug. 21	46,000	48,000
Aug. 22	39,000	47,000
Aug. 23	31,000	32,000
Aug. 25	71,000	70,000
Aug. 26	60,000	64,000
Aug. 27	50,000	50,000

This week Last week Last year

est. actual actual

Aug. 21 46,000 48,000 40,500

Aug. 22 39,000 47,000 44,000

Aug. 23 31,000 32,000 23,000

Aug. 25 71,000 70,000 52,000

Aug. 26 60,000 64,000 52,500

Aug. 27 50,000 50,000 50,000

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Aug. 27 were as follows:

CATTLE:

Steers, gd. & ch. \$24.00@26.00 Steers, std. & gd. \$22.50@24.00

Heifers, gd. & ch. \$23.00@25.50

Cows, util. & com'l. 18.00@20.00

Cows, can. & cut. 14.50@18.00

Bulls, util. & com'l. 22.00@24.50

Bulls, cutter 18.00@22.00

VEALERS:

Good & prime 27.00@31.50

Stand. & gd. 22.50@27.00

Calves, gd. & ch. 24.00@28.00

HOGS, U.S. No. 1-3:

140/160 lbs. 17.50@18.75

160/180 lbs. 18.50@19.75

180/200 lbs. 19.25@20.25

200/220 lbs. 19.50@20.50

220/240 lbs. 19.50@20.50

240/270 lbs. 19.50@20.00

Sows, U.S. No. 1-3:

180/200 lbs. 18.50@19.50

200/220 lbs. 19.25@20.50

220/240 lbs. 19.50@20.50

240/270 lbs. 19.50@20.00

Sows, U.S. No. 1-3:

180/200 lbs. 18.75@19.25

200/220 lbs. 18.25@19.00

220/240 lbs. 18.25@19.00

240/270 lbs. 18.25@19.00

LAMBS:

Good & choice 22.00@23.25

Utility & good 18.00@22.00

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Aug. 23, 1958 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Lambs
Boston, New York City Area ¹	13,450	11,444	50,622	35,988
Baltimore, Philadelphia, ...	7,598	1,120	25,345	9,252
Cln., Cleve., Detroit, Indpls.	19,025	6,123	111,377	16,367
Chicago Area	24,932	6,927	46,364	4,767
St. Paul-Wis. Areas ²	27,935	12,943	88,381	10,109
St. Louis Area ³	12,222	2,181	75,672	3,646
Sioux City-So. Dak. Area ⁴	20,815	...	70,315	16,397
Omaha Area ⁵	34,325	144	77,623	10,820
Kansas City	11,911	1,749	25,026	4,866
Iowa-So. Minnesota ⁶	28,924	7,231	271,914	24,007
Louisville, Evansville, Nashville, Memphis	10,113	6,731	52,100	...
Georgia-Alabama Area ⁷	7,586	5,202	21,821	...
St. Joseph, Wichita, Okla. City	17,243	1,813	40,256	4,046
Ft. Worth, Dallas, San Antonio	9,533	6,778	14,332	10,026
Denver, Ogden, Salt Lake City	16,971	402	12,195	37,732
Los Angeles, San Fran. Areas ⁸	23,094	1,683	21,855	21,497
Portland, Seattle, Spokane	6,210	358	13,975	6,229
Grand totals	292,792	72,829	1,019,180	208,149
Totals same week 1957	315,068	105,821	893,543	224,024

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. Paul, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Lincoln and Fremont, Neb., and Glenwood, Iowa. ⁶Includes Albert Lea, Austin and Winona, Minn., Cedar Rapids, Davenport, Des Moines, Dubuque, Esterville, Fort Dodge, Marshalltown, Mason City, Ottumwa, Postville, Storm Lake and Waterloo, Iowa. ⁷Includes Birmingham, Dothan and Montgomery, Ala., Albany, Atlanta, Moultrie, Thomasville, and Tifton, Ga. ⁸Includes Los Angeles, San Jose and Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades for steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended Aug. 16, compared with the same week in 1957 were reported to the Provisioner by the Canadian Department of Agriculture as follows:

GOOD STEERS	VEAL CALVES	HOGS*		LAMBS
		All Good	Grade B ¹	
Stockyards	Weights	1958	1957	1958 1957
Toronto	22.91	\$19.33	\$27.86	\$22.06 \$23.00
Montreal	22.10	18.50	24.65	21.60 30.15
Winnipeg	22.26	18.50	25.50	20.71 27.91
Calgary	20.65	18.15	24.85	18.85 32.55
Edmonton	20.00	17.10	23.25	20.00 28.15
Lethbridge	20.25	17.35	22.00	20.00 27.60
Pr. Albert	18.75	16.90	22.00	18.00 25.25
Moose Jaw	20.60	16.40	22.00	16.10 26.00
Saskatoon	20.60	17.40	22.50	17.00 26.00
Regina	20.25	16.85	23.25	16.60 25.50
Vancouver	18.80	14.00	24.00	20.65 20.00

*Canadian government quality premium not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama, and Jacksonville, Florida, during the week ended August 22:

	Cattle	Calves	Hogs
Week ended Aug. 22	1,891	784	10,868
Week previous (five days)	1,575	824	9,574
Corresponding week last year	2,523	1,420	12,356

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Wednesday, Aug. 27 were as follows:

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SLAUGHTER REPORTS

Special reports to the NATIONAL PROVISIONER showing the number of livestock slaughtered at 13 centers for the week ended August 23, 1958, compared:

CATTLE

	Week ended	Cor.	Prev. week	Aug. 23	week
Chicago†	23,795	23,836	24,232		
Kan. City†	11,234	13,469	9,644		
Omaha†	23,401	26,777	4,622		
N. S. Yards†	6,404	5,624	11,427		
St. Joseph†	10,832	12,038	10,752		
Sioux City†	13,941	13,990	11,641		
Wichita‡	3,208	2,800	3,452		
New York &					
Jer. City†	13,450	12,519	14,170		
Oklahoma City†	4,605	2,975	4,015		
Cincinnati§	4,238	4,015	5,012		
Denver†	10,149	12,322	11,284		
St. Paul†	14,976	13,582	14,284		
Milwaukee†	4,466	4,055	4,003		
Totals	147,035	151,063	143,909		

HOGS

Chicago†	21,845	22,403	22,250
Kan. City†	15,135	14,520	12,796
Omaha†	40,843	38,830	8,126
N. S. Yards†	28,609	27,725	41,068
St. Joseph†	21,438	19,306	17,195
Sioux City†	28,861	26,652	10,107
Wichita‡	12,131	11,129	10,457
New York &			
Jer. City†	50,622	47,508	52,203
Oklahoma City†	8,407	8,237	9,837
Cincinnati§	11,204	11,809	14,331
Denver†	7,562	9,729	8,905
St. Paul†	44,844	35,563	31,146
Milwaukee†	5,212	5,053	4,897
Totals	206,803	278,397	243,311

SHEEP

Chicago†	4,208	4,537	4,344
Kan. City†	2,465	1,880	3,281
Omaha†	8,742	6,374	785
N. S. Yards†	1,654	2,015	3,869
St. Joseph†	4,783	3,276	5,645
Sioux City†	4,248	1,580	2,234
Wichita‡	1,528	851	1,697
New York &			
Jer. City†	35,988	36,329	41,283
Oklahoma City†	463	647	2,042
Cincinnati§	197	638	548
Denver†	21,815	17,043	19,574
St. Paul†	4,565	3,330	4,861
Milwaukee†	1,221	1,036	1,151
Totals	90,057	79,536	91,314

*Cattle and calves.
† Federally inspected slaughter, including directs.
‡ Stockyards sales for local slaughter. \$8 stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter of livestock in Canada for the week ended Aug. 16:

CATTLE

	Week ended	Same week
Aug. 16		1957
Western Canada	20,887	22,585
Eastern Canada	20,088	19,858

HOGS

Western Canada	48,813	31,885
Eastern Canada	53,871	47,745
Totals	102,684	73,630
All hog carcasses graded	111,280	81,004

SHEEP

Western Canada	5,410	5,213
Eastern Canada	8,734	9,134
Totals	14,144	14,347

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st. New York market for week ended Aug. 23:

	Cattle	Calves	Hogs*	Sheep
Salable	82	2	...	...
Total (incl. direct)	2,946	233	16,602	6,748
Prev. wk.	45	17	...	...
Total (incl. directs)	2,634	211	15,308	4,367

*Includes hogs at 31st Street.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Aug. 21.	982	97	7,120	947
Aug. 22.	296	24	5,092	594
Aug. 23.	136	14	1,605	1,074
Aug. 25.	23,271	125	8,632	1,526
Aug. 26.	7,000	100	11,000	1,500
Aug. 27.	100	8,500	1,500	

*Week so far

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PORK • BEEF • LAMB • VEAL
CANNED MEATS
COMMERCIAL SHORTENINGS
NATURAL CASINGS • DRY
SAUSAGE • LARD FLAKES

THE RATH PACKING CO., WATERLOO, IOWA



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15 West Huron Street Chicago 10, Illinois

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Undisplayed: set solid. Minimum 20 words, \$5.00; additional words, 20c each. "Position Wanted" special rate; minimum 20 words, \$3.50; additional words, 20c

each. Count address or box numbers as 18 words. Headlines, 75c extra. Listing advertisements, 75c per line. Displayed, \$11.00 per inch.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

CLASSIFIED ADVERTISING PAYABLE IN ADVANCE
PLEASE REMIT WITH ORDER

POSITION WANTED

ASSISTANT PLANT MANAGER OR SUPERINTENDENT

YOUNG: Engineering college graduate with 7 years' experience in production, sales and management, desires position with progressive southeastern packer. Excellent background. W-338, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

TECHNICAL SALES

YOUNG MAN: Age 30, seeks creative selling and/or sales development position. B.S. agriculture. Broad sales and research background in meats, poultry and flexible packaging. \$10,000 minimum. W-339, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT OR FOREMAN: Experienced in all phases of pork operation—pork kill, cut, curing, smoking, slicing and canning. Will relocate anywhere in U. S. W-337, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERVISORY POSITION: Have ample experience to train personnel and supervise any or all departments. Quantity, quality, cost conscious. W-337, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LIVESTOCK BUYER: Open markets, country buying and field work. 30 years' experience. Available now. Will relocate. Bondable, any amount. W-337, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

INDUSTRIAL ENGINEER: 20 years' experience—standards, methods, layouts, etc. Reasonable salary. W-340, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

PACKINGHOUSE SUPERINTENDENT: Wanted for a large pork operation in the midwest. Give age and experience in first letter. W-352, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

GENERAL MANAGER \$30,000 or MORE

DEPENDING UPON: Proven ability. Wanted by medium sized independent meat packer with 10 small complete slaughtering and processing beef and pork plants. Still growing. Opportunity for a brilliant operator to double or even triple his earnings providing he is a good business manager and has knowledge of buying, processing and especially sales ability. Established in 1938. Kindly give complete history, age, etc. Answers completely confidential. W-346, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES REPRESENTATIVE WANTED

Well-established Midwest packinghouse equipment and supply house (not a Chicago concern), desires to establish Southern Territory. Must be well-versed in selling and have knowledge of packinghouse and sausage manufacturing equipment. Prefer man living in Southeastern State. State experience in detail, age and enclose recent photograph. All replies will be kept confidential. W-341, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

WANTED: Sausage and Curing Superintendent, modern plant, stainless steel smokehouses, pleasant working conditions, major medical plan, located in Los Angeles, California. Kitchen capacity of 150,000 pounds per week. Former superintendent associated with firm for eleven years. W-355, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN

TO SELL SPICES: And seasonings in North and South Carolina to meat packers and food processors, representing progressive, national spice company. A conscientious and aggressive salesman can build a career with continuously increasing earnings. Salary guaranteed plus commissions and expenses. Car required. Write for interview giving sales background and phone number.

W-347, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N.Y.

HELP WANTED

CANNED MEAT SALESMAN: Aggressive salesman with canned meats or canned foods selling experience for midwest area; independent midwest packer; Indicate age, education, detailed experience and expected salary. W-342, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

AGGRESSIVE SALESMAN: Thoroughly acquainted with meat business, to become assistant to the president of midwest brokerage firm. This job calls for creative selling, personal contact and ability to produce. This is no "stepping stone" but a position for the future. State age, education, experience and salary requirements in first letter along with recent photograph. All replies strictly confidential. W-348, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PLANT MANAGER: Kill capacity approximately 2,000 cattle per week. Midwest location. Send complete background and references. Our employees know of this ad. W-334, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SUPERINTENDENT: For small southeastern plant. Must be qualified to supervise sausage kitchen, curing, slaughtering, as well as train additional help. Write, giving past history, age, salary requirements, etc. to Box W-356, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

LOOKING FOR TOP MAN: Experienced in sausage manufacturing, curing, smoked meats, to supervise two plants in South. State age, experience, references. W-343, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER WANTED: For a beef and calf killing operation. An established profitable business near Chicago. Give age and experience in first letter. W-349, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

PICKLE CELLAR FOREMAN: Wanted for a large midwest operation. Give age and experience in first letter. W-351, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CLASSIFIED ADVERTISING

MISCELLANEOUS

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VEAL

and

LAMB

wanted by

**QUAKER CITY MEAT
COMPANY**

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PHILADELPHIA 6, PA.

our buyers,

**MR. LUNDY and MR. HARRIS
WILL BE IN CHICAGO AT THE
CONGRESS HOTEL
SEPTEMBER 25 to SEPTEMBER 28
CONTACT FOR APPOINTMENT**

YOUR PACKAGED MEATS NEED CODE DATING

We offer a Complete Line of Code Daters and Name Markers—Automatic for conveyor Lines and Wrapping Machines—also Power-driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

Write for details on a specific problem
KIWI CODERS CORPORATION
4027 N. Kedzie Ave. Chicago 18, Ill.

FOR

**CALIBRATED
SHEEP
CASINGS**

All Sizes

WRITE OR PHONE COLLECT
CENTRAL 6-1236

**S. OPPENHEIMER & COMPANY,
INC.**

55 East Washington Street
Chicago 2, Illinois

HOG • CATTLE • SHEEP

**SAUSAGE CASINGS
ANIMAL GLANDS**

Selling Agent • Order Buyer
Broker • Counsellor • Exporter • Importer

SAMI S. SUENDSEN
407 SO. DEARBORN ST., CHICAGO 5, ILL.

MISCELLANEOUS

BRANCH HOUSE AVAILABLE: Do you want a branch house in the southwest? We have the facilities and the organization, if you can supply fresh and processed pork and beef at prices that will interest volume buyers. W-354, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR RENT: Large wholesale cooler on Fulton Street, Chicago. A good going business. FR-350, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EQUIPMENT WANTED

WANTED: Used sausage, canning, meat packing equipment. WILL BUY, or LIST: Your equipment for sale. Give us your listings.

H. D. LAUGHLIN & SON
3701 N. Grove St., Fort Worth, Texas
Phone MARKET 4-7231

EQUIPMENT FOR SALE

EXCELLENT ANDERSON FEATHER DRYERS

FS-353, THE NATIONAL PROVISIONER
15 W. Huron St., Chicago 10, Ill.

COOLER FOR SALE

PORTRABLE COOLER: 38 x 18. Ralls, 2 Gebhart Freon units, enamel inside, galvanized outside. Complete. Used less than one year. \$4,000. Marhoefer Packing Company, 837 W. Fulton St., Chicago 7, Ill.

SMOKE GENERATOR: Late model Mepaco Tipper automatic smoke generator. "Junior" model, stainless steel construction. Like new. \$9500. J. R. Marhoefer & Sons, Inc., 3170 S. Ashland Ave., Chicago 8, Ill.

FRICK COMPRESSOR

NEW—still in crate. Freon 2 cylinder 4½ x 4½. Complete with common base and belt guard, ready for motor mounting. Sacrifice—1/8 new cost. Must sell this and other equipment at once to close out corporation. FS-317, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ANDERSON EXPELLERS

All Models. Rebuilt, Guaranteed
We Lease Expellers
PITTOCK & ASSOCIATES, Glen Riddle, Penna.

2 — 18" Albright-Nell Curb Presses, 300 Ton, with electric pumps, in good condition.
1 — 14" Albright-Nell Curb Press, 300 Ton, with steam pump.
1 — Mita & Merrill #13 CD Hog.
1 — Offal washer drum, galvanized, unused.

The Wayne Soap Company,
700 Leigh Avenue, Detroit 17, Mich.

SURPLUS EQUIPMENT: 200 pound stuffer. #56 meat grinder, two meat saws Biro, Hobart 20 quart mixer, (3) S.S. tables with drain, 88 bacon hooks. GARFIELD PACKING CO., 176 Saddle River Ave., Garfield, N. J.

FOR SALE: Late style Hollymatic used very little, \$650.00. Also 10 ton Carrier compressor used 6 months, \$660.00. AMERICAN PROVISION CO., Davenport, Iowa. Phone 26263.

PLANTS FOR SALE

SMALL MEAT PACKING PLANT: Located in Benson, Minnesota. Between Fargo, North Dakota and St. Paul, Minn. In the biggest feeding area in the state with 7 highways leading into the town. Can be set up for federal inspection. Size 88 x 54". There is a good supply of labor available. KENTS MEAT PACKING PLANT, Benson, Minn.

SAUSAGE PLANT FOR SALE

Excellent location on Milwaukee's south side. This roomy 2 story brick building has smoke houses, large sausage kitchen, large cooler and miscellaneous equipment to start you on your way. Write: R. G. Gilster, 2652 S. Kinnick Ave., Milwaukee, Wisconsin or phone SH 4-0324.

FOR RENT OR LEASE: Federally inspected sausage plant, fully equipped with the latest equipment. Located in the middle west. FR-345, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BARLIANT'S WEEKLY SPECIALS

Special Offering! SAUSAGE KITCHEN

The following is a partial list of the fine equipment available from a Federally Inspected Packing Plant in Southern New York State that has discontinued its sausage operations only but is continuing its slaughtering plant. Arrangements can be made for your personal inspection. The equipment is intact and can be operated for you. The owner would prefer to sell this equipment as an entire layout and is authorizing a special low price accordingly.

1373—AUTOMATIC TY-LINKERS: (3) latest model, with stainless steel tables.

1374—SAUSAGE STUFFERS: (2) Buffalo 500 lb. cap.

1378—SAUSAGE STUFFING TABLE: stainless steel top, 10' long x 48" wide.

1368—SILENT CUTTER: Buffalo #65, self emptying, 60 HP mtr., extra set stainless steel Jacoby knives.

1366—GRINDER: Buffalo 66-BG, w/66 BX head, 25 h.p.

1367—VACUUM MIXER: Buffalo #4A, stainless steel lined bowl, air tilt, 10 HP.

1387—SMOKEHOUSES: (2) Atmos, with 2 smoke generators, one recently converted from steam to gas, 6-cage capacity.

1389—SLICER: U.S. serial #175G253, little used.

1388—CONVEYOR: Rapid Stan, 28' long x 28" wide with an 18" wide belt.

1383—BAKE OVEN: Globe, model #1922, revolving 6 shelves, gas fired.

1382—LOAF DIP TANK: Advance.

1362—GEHRBARDT BLOWER UNITS: (2).

1361—ROCKFORD FILLER: model A.

1363—SAUSAGE HANGING CAGES: (30) 4 stations double trolley, for 42" sticks.

1364—HAM & BACON TREES: (12) open ends, 3 stations, adjustable.

1345—FLAKE-ICER: York DER 10, 1 ton capacity.

1379—AIR COMPRESSOR: Westinghouse, model 3 YC, 5 HP.

1380—BENCH SCALES: Toledo.

1381—TRACK SCALES: 1600#.

1376—PICKLE PERCENTAGE SCALE: Griffith Lab., "Prague," with pump, serial #DSC-2164.

1377—CASING FLUSHING TABLE: stainless steel.

1370—SAUSAGE STICK HANGING TRUCKS: (8) rubber tired, galvanized, for 42" sticks.

1369—SAUSAGE MEAT TRUCKS: (10) galvanized, rubber tired.

1384—STICK WASHER: Globe, 5'4" x 2'9½" overall.

1385—SMOKESTICKS: Green, steam jacketed, stainless steel, 100# W.P., 100 gal. capacity.

1386—COOKING TANK: two section 8' x 4' x 36", with counter weighted cover, steam coils.

1390—BAND SAW: Biro, model #22.

1391—EXACT WEIGHT SCALES: several.

1372—LOAF MOLDS: Mepaco, stainless steel, model #818, 4" x 4" x 12".

1392—SMOKESTICKS: (830) stainless steel, 42" long.

1394—CLIP APPLIER: Hercules "Fas-Tie."

1395—LOAF PAN FILLER: with 50 stainless pans.

1393—CAPACITOR: G.E. #36F97, 3 ph., 60 cy.

Plus miscellaneous other items. All of this equipment operated under B.A.I. and is in top condition. Contact us for details.

Miscellaneous Current General Offerings

1274—SLICER: Anco #827 Hydramatic, shingling & packing conveyor unit, 4—stations, 3—Exact Weight Scales

1274—SLICER: Anco #827 Hydramatic, shingling & packing conveyor unit, 4—stations, 3—Exact Weight Scales

1340—SILENT CUTTER: Seydelman, 100 lb. cap., extra knives, like new, only 1 yr. old. \$2,000.00

1281—GRINDER: Buffalo 66-BG, 25 HP. mtr. & startér, latest style, excel. cond. \$875.00

1242—FAMCO LINKER: mdl. H-12, 4½" belt, late model, fine condition \$1,400.00

9758—STUFFER: Anco 500 lb. cap., reconditioned, new gaskets & valves \$1,175.00

9722—STUFFER: Globe, 100 lb. cap. \$650.00

1249—HAM MOLDS: (821) Globe Hoy, stainless steel, with covers & springs:

400—#114, 12" x 6½" x 5½" ea. \$12.75

421—#112, 11" x 6" x 5½" ea. \$12.75

1322—COOKER: French Oil Mill, 4' x 10', 15 HP. TE mtr., excel. cond., used only for lard. \$1,450.00

1174—KETTLE: Green mld. AHD, 80 gal. cap., stain. steel, steam jacketed, self-contained, gas fired, 4'6" x 3'3", w/control. \$775.00

All items subject to prior sale and confirmation

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1631 S. Michigan Ave., Chicago 16, Ill.

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• New, Used & Rebuilt Equipment

• Liquidators and Appraisers

BARLIANT & CO.

STARR PARKER
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ATLANTA 18 • GA.

JULIAN
Air Conditioned
SMOKE HOUSES

Design • Installation • Start Up



KOCH

CASH-X *Stunner*

Used in more than 30,000 packing plants.
Humane, safe, easy. Produces meat of
better color, higher grade, better keep-
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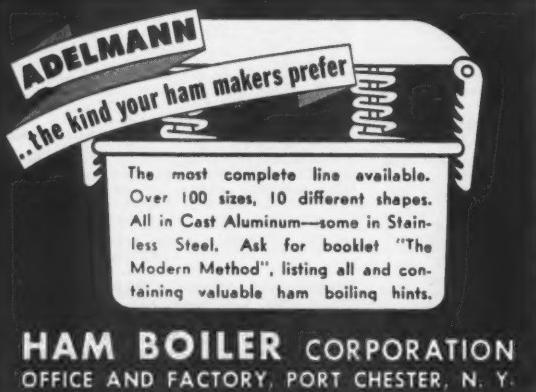


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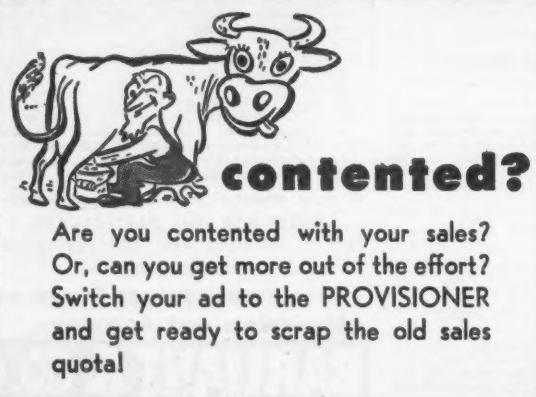
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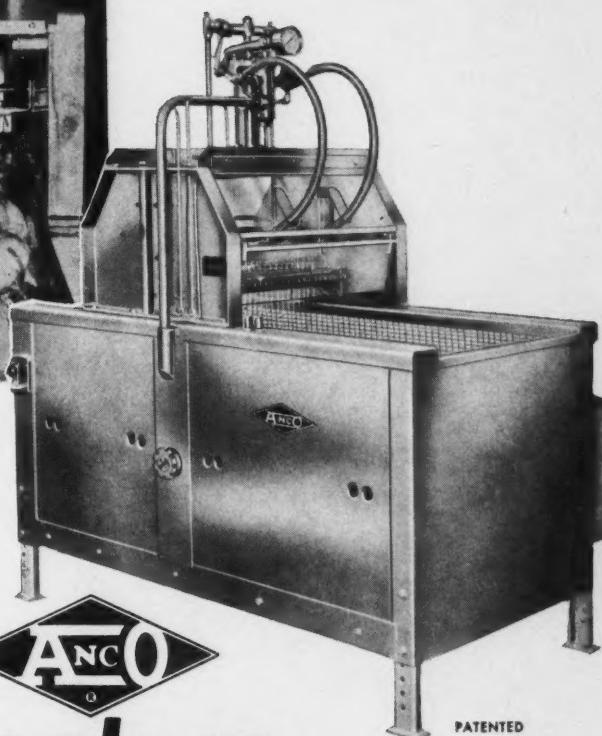
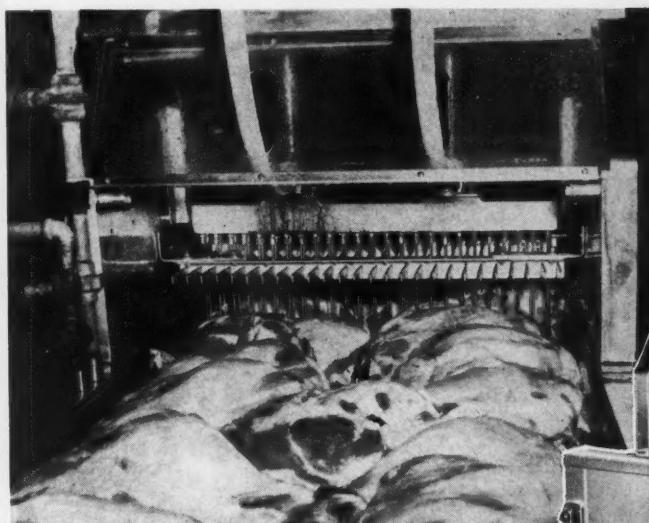
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The firms listed here are in partnership with you. The products and equipment they manufacture and the service they render are designed to help you do your work more efficiently, more economically and to help you make better products which you can merchandise more profitably. Their advertisements offer opportunities to you which you should not overlook.

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- SAVES SPACE
- NO SHRINKAGE LOSS
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- QUICK "TURNOVER"
- SIMPLE TO OPERATE
- MINIMUM MAINTENANCE

8 times
faster
than
artery
pumping



- Improves appearance of product
- Insures uniform cure
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- Stainless steel construction

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**boneless
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Cap. 12,000 lbs. per hr.
2 rows of 25 needles each.
8" needles—5/32" O.D. with
8 holes in each.
Needles on 1" centers.
Pickles going into machine
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Floor space 48" x 60".
Stainless steel construction.
Design of new manifold
eliminates bending of
needles.
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Fittings—all stainless steel.
Large reclaiming tank with
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of unused pickle.
7½ H.P. totally enclosed
motor and water tight
starter.

This ANCO Injector provides a continuous production of Fresh Boned and graded hams directly from the cutting floor. The fresh hams bone out better and of course, produce trimmings that are worth more than sweet pickle trimmings. The machine will do as much as 7 or 8 artery pumpers.

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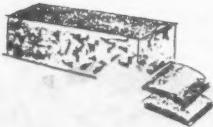


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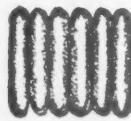
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In the last few years, the meat industry has seen the most amazing and most rapid changes in the American public's food favorites that it has ever seen. New specialties have become overnight sensations—and, while they never eliminate the traditional American standbys, they represent big profits for those who take advantage of them.

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M. J. Phee
Sales Manager

